



For Executives Who Buy

**SHIPPING - WAREHOUSING - DISTRIBUTION**  
Services and Supplies

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**TRANSFER  
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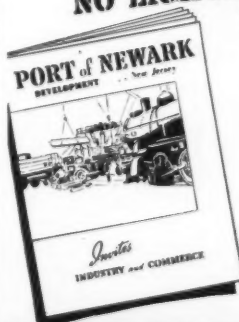
**PORT OF NEWARK  
DEVELOPMENT . . . New Jersey**

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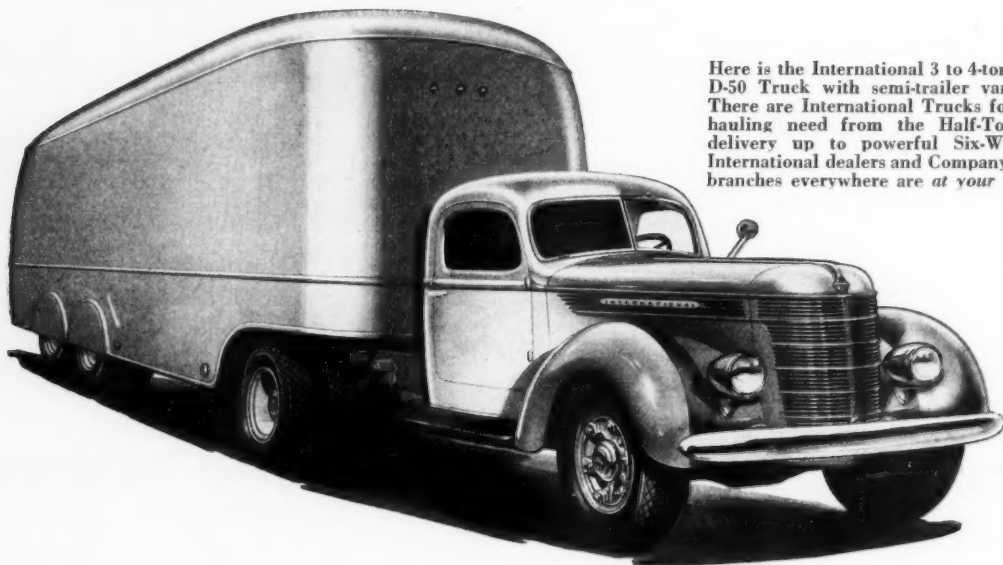
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**INTERNATIONAL TRUCKS**

## The Editor's Page

### NORTH-SOUTH RAIL ISSUE

THERE is no denial of the fact that in the I.C.C. hearings in Birmingham, Ala., over the freight rate structure a real drama is being played between the opposing forces of the North and South.

On April 11, arguments before the Commission were started in an attempt to settle a problem which has been hanging fire for years. Nine Southern states have banded together to secure lower rates for the movement of freight originating in their territory east of the Mississippi and north of the Ohio and Potomac Rivers. Their claim is that these rates are higher mile for mile than for similar freight moving between points in the North and are asking that a parity be established.

The opposition from the North maintains that the northern rates are based on a greater density of traffic and lower operating costs than prevail in the South. To this the South answers that such matters as wages and hours legislation and other things have nothing to do with the case; all they are asking for is a full and fair opportunity to participate in commerce of the entire nation on a fair and equitable basis in order that the South may develop its resources.

Freight rates from the South to the North or within the South are now 25 to 39 per cent higher per mile than from the North to the South and within the North.

Some economists believe that if the freight rate structure is equalized, many of the industrial empires of the North will be transplanted intact to the South. Certainly, with industrial communities already hard pressed to keep their industries because of high taxes, high wages, high land costs and local political troubles, the implications of the Southern action are profound.

### A FINE IDEA

A RECENT editorial by D. W. Bailey in the Bulletin of the Interstate Household Goods Movers Tariff Bureau, New York, questions whether warehousemen are not overlooking the importance of stressing their I.C.C. qualifications in their advertising and literature. We are in full accord with Mr. Bailey in this regard.

As he states, an I.C.C. qualification has cost money and in addition should carry a measure of

prestige to the carrier for having met the requirements of the Federal Government.

Certainly prospective customers desiring to move from one state to another should know from the advertising whether the carrier can legally perform the service or not. Not until the public is thoroughly aware of the fact that only a certificated carrier can legally handle such moves will I.C.C. licensed warehousemen be able to cope with those who "bootleg" jobs. Advertising the fact that one can legally perform the service imputes that carriers not so advertising are unable to do so.

The second important effect such advertising would have is in the implication of higher standards in the mover so qualified than those not certificated. It will, of course, be impossible of exact determination, but in time indirect benefits will accrue. For example, if a mover has his I.C.C. plates the customer can be assured that he has insurance, while it is likely that one without plates may have none. Moreover, many people when they store goods do not know where they will locate at the end of the storage period. Therefore, what is more natural than to assume that they will prefer to store their goods with a firm which can move them to another state, if they should so desire, directly, without having to have another mover handle the goods. This is a good selling point for the storage business when competing with a warehouse not I.C.C. licensed.

### IT'S NICE WORK IF YOU CAN GET IT

THE leasing of space to desirable tenants is fast becoming one of the most important departments of modern warehousing. The income is fixed covering a number of years, plus income from labor, surplus stock storage and other services rendered.

All negotiations with new prospects are naturally conducted in a strictly confidential manner until the contract is signed, following which listings on warehouse building directory and telephone connections are made, and the tenant is prepared to issue announcement of his readiness to do business. The transaction is then public property in the way of news, not only to warehouse operators in that city but especially to operators in other cities who might develop the same account in their territory if they only knew about it.

The terminal operator is proud of his tenants.

He takes special pleasure in showing new prospects space already occupied. This list is always a desirable one to interest space users in other cities.

If *DandW* should devote space to publicize new tenants, how many terminal operators will contribute this news?

## FEDERAL CHAIN TAX BILL

**R**ALLYING to the defense of the American standard of living, Collier's magazine in its April 1 issue, assailed editorially the proposed Patman Federal chain store bill as "another political effort to destroy national markets and to make business local rather than national."

The editorial which appeared under a bold-face warning: "Politicians, Watch Out!" charged that "The effect of such efforts upon our standard of living is one of the vital considerations that politicians prefer to ignore," and added that consumers "seem to be politically negligible."

Under the Patman bill the tax would graduate upwards from 10 or more stores. A company would be forced to pay \$1,000 a store for all stores in excess of 500, multiplied by the number of states in which each chain store company operates.

The "actual object" of the proposed bill is to destroy the chain stores, the editorial stated, "by the imposition of a confiscating tax," adding that the bill's sponsor "predicted that the chains would be broken up within 2 yrs. after its enactment."

"Our standard of living is made possible by big business," asserted the editorial, citing the development of the radio as an example. "Big business gave use the radio," it added, "beyond all question just as large-scale production made possible our use of the motor car. No other industry has done more to increase values and to lower prices."

The approach of Congress to proposals such as the Patman chain-store bill is purely political. Nobody in Congress pays any attention to another other consideration, stated the editorial. Whether consumers get better service or worse service, whether prices are higher or lower under one system or the other, is distinctly outside the range of political interest.

"Sometime somebody will have to do some clear thinking and plain talking if our high American standard of living is to be preserved, restored or raised. Governments can destroy what we already possess but up to now no government has raised any people's standard of living."

## LET LABOR KNOW THE FACTS

**C**WAYLAND BROOKS in this issue admonishes industry to present real facts in order to restore the faith in free enterprise. His speech, entitled "America Wants to Know," made recently before the Traffic Club of New York, is packed with facts and should be broadcast as widely as possible.

Most of the discontent and unrest in this country is based upon lack of facts regarding the actual distribution of national income. Absence of such knowledge has made it possible for the "soap box" orator to thrive and for hundreds of others to make a remunerative living, all based on class hatred. Like the quack medicine man of old who toured the

country selling colored water as a cure for all ills, our present purveyors of crackpot philosophies and political nostrums have held their audiences only because no dependable facts were available to disprove their claims.

Industry is now awake to its responsibilities and the need for presenting facts that will prove that after all the more abundant life in this country is due almost entirely to industrial enterprise, free and unhampered by restrictive laws, taxes, etc.

Does labor know, for example that the Government's own survey conducted by the Department of Commerce, reveals that 84 per cent of the entire American manufacturing industry, buildings, equipment and land is being operated for the sole benefit of the employees who work therein and that only 16 per cent of our entire American manufacturing industry is being operated for the benefit of investors, owners, inventors, etc.?

In the foregoing there is a definite answer to the demagogues and from a most reliable source. And if that were not enough to kick the soap box from under the feet of those preaching poisonous doctrines, there are other sources of information now available, if they are sincerely desired, that will once and for all silence those who claim that most employers are the only ones getting the "breaks."

One company in its annual report to its stockholders states that "before the average worker could be given a job, our security-holders had to invest \$6,500 in the company with which to provide him with machinery and tools and that part of the factory building in which he is to work."

The same report shows that the goods produced by the average worker last year were sold for \$10,000. Of this total amount \$8,100 went to repay advances made by the company to buy the raw materials used by him, pay for the services of the other employees needed to help him carry and meet such current expenses as taxes, freight, advertising, heat, light, etc. Approximately \$1,500 went to the worker in wages, leaving a balance of about \$400 for the company's earned surplus account to pay dividends and interest.

The foregoing is typical. Such facts are startling. The question, however, is, do the workers of this company know them?

## Cocoa Beans Not Storage in Transit I.C.C. Holds

Unimpressed by the argument that storage of carloads of cocoa beans in the New York harbor district for 2 full years is properly "storage in transit," the Interstate Commerce Commission has refused to allow such a provision to be inserted in Pennsylvania Railroad tariffs.

The commission is conducting investigation, and meanwhile new tariffs which the Pennsylvania desired to make operative as of April 10 have been suspended until Nov. 10, unless sooner disposed of by I.C.C. action.

Leading the fight against approval of the new tariffs was American Warehousemen's Association, through its Merchandise Division.

The effect of the proposed change, said A. Lane Cricher, Washington counsel for A.W.A., would be to grant assurance against increase in freight rates, and freezing of storage rates for 2 full years after the warehoused commodities were originally received.



The same principle was involved in Ex Parte 104, in which I.C.C. condemned public storage not within the common carrier obligations of the railroads, Cricher asserted in a brief. He asked the Commission to reaffirm its stand: "We are not to be understood as condemning *bona fide* transit arrangements, but only the practices here considered by which the carriers, through stress of competition, have assumed by tariff publication a part of the costs of strictly commercial storage and handling of goods. The assumption of such costs defeats the published freight rate and is necessarily discriminatory and unduly preferential."

The A.W.A. attorney also reminded the Commission that it had, in the same proceeding, used this language in denying that such storage is "in transit": "We found that such designation did not invest this storage with the characteristics of storage in transit."

To permit the Pennsylvania to carry out its program, it was complained, would permit the practices in Ex Parte 104 to be reinstated in violation of I.C.C. order; would continue and increase unfair competition and discrimination against competing warehousemen in the Port of New York, and against individuals and shippers.

It also was pointed out that goods would escape the application of the "15 per cent cause" for the reason that their constructive status as "in transit" shipments would make the rate applicable at the time they were stored still applicable at the time they move on.

#### Less-Than-Cost Rentals in Warehouses Ordered Stopped

Seven railroads serving the port of New York were ordered March 24 to stop renting space in their warehouses to interstate shippers at less than cost, in a decision by a special federal statutory court confirming an order of the I.C.C. of Feb. 2, 1937. The court ruled that the roads were violating the interstate commerce act, and dismissed a petition by the railroads to set aside the commission's order because of want of equity. D&W, 8-9x19—Schrandt—4-4

The Central Railroad of New Jersey, besides being affected by the commission's general order, was particularly barred from "subsidizing and granting concessions to the Newark Terminal Warehouse Co. by means of non-compensatory rentals received from space leased to the warehouse company." The other roads are the Baltimore & Ohio, Erie, Lehigh Valley, Delaware, Lackawanna & Western, New York Central and Pennsylvania.

"Bona fide transit arrangements," said the ruling, are not affected by the commission's order, only the commercial practices in which the carriers, through stress of their competition, have assumed a part of the cost of strictly commercial warehousing, storage, handling and insurance, are so condemned; these voluntary practices, undertaken in order to get or keep business, do violate the act."

#### Tariff 42-J Changes on Iron and Steel

Carriers participating in Illinois freight association tariff 42-J providing through rail-ocean and rail-barge-ocean rates on iron and steel articles to Pacific Coast ports via the gulf have arranged for ex parte 123 increases.

On items 135, 140 and 145 the rates are to be increased 1 cent per 100 lbs., while on all other iron and steel items in the tariff the rates are to be increased 2 cents per 100 lbs. A supplement to cover these changes will be issued as soon as possible and will become effective 10 days after filing with the I.C.C.

The Atlantic and gulf intercoastal steamship lines are also giving consideration to advances in port to

port rates on iron and steel articles. When these port to port charges are made effective it is proposed to reflect them in tariff 42-J so as to maintain relationship with Pittsburgh by way of Baltimore.

#### To Investigate New England Rail Wharfage Charges

Acting on petitions filed by the Boston Port Authority, Boston Wool Trade Assn., Boston Coffee Brokers' Assn., and other Boston interests, the United States Maritime Commission on April 12 ordered an investigation of wharfage charges and practices, and relating agreements of the Boston & Albany Railroad, Boston & Maine Railroad and New York, New Haven & Hartford Railroad Co. in connection with interest and foreign water-borne commerce of the United States.

The charges for wharfage on these railroads' piers were increased approximately 10 per cent on April 5, 1938. The petitions before the Maritime Commission allege, among other things, that the charges and practices objected to are unreasonable in violation of Section 17 of the Shipping Act, were arrived at by agreement between the railroads, and that such agreement was and is being carried out in violation of the filing and approval requirements of the Act.

The Commission's investigation was instituted under Section 15 of the Shipping Act, which empowers the Commission to disapprove, cancel, or modify any agreement, whether or not previously approved, that it finds is unjustly discriminatory or unfair, or detrimental to commerce of the United States, and under Section 22 of the same act, which empowers it to investigate any violation of the Shipping Act.

Dates for hearings in the investigation will be announced later by the Commission, it was announced.

#### C. D. Kenny Renews Market Terminal Lease

The C. D. Kenny Co. has renewed its long term lease with Schoellkopf & Company, Inc., for space in The Market Terminal Warehouse buildings at Scott, Perry and Mississippi Sts., Buffalo.

The Kenny Company is the largest sugar distributor in this territory and moved to its present location in 1928. They now occupy a total area of approximately 15,000 sq. ft. at the Scott and Mississippi corner of the warehouse property.

The Market Terminal Warehouse reports the renewal of the Kenny Company lease to be the last major lease with present tenants to be negotiated this year. It is also reported that all office and manufacturing units are now fully occupied.

#### Bush Terminal Lease to Western Manufacturer

To meet requirements of expanding business in the eastern sector of the United States, the Trane Company, LaCrosse, Wis., manufacturer of heating, cooling and air-conditioning equipment, has leased space at Bush Terminal, Brooklyn, for warehousing and assembly facilities. This space will be under the management of the Trane New York office, 250 E. 43rd St., and will serve as an eastern distributing point, facilitating the delivery of equipment to eastern customers.

#### Smith, Union Storage, Well Again

C. G. Smith, president of the Union Storage and Warehouse Co., Charlotte, N. C., is out of the hospital after an acute appendix operation. Mr. Smith felt so well the day after his return home that he wanted to go fishing.

# AMERICA WANTS

**W**HAT MADE AMERICA GREAT? It was the universal desire for personal liberty, for private enterprise, for individual initiative, for the expression of the inner urge of the adventurous soul of the American citizen and those who wished to participate in such a civilization.

Gentlemen, I am one who was taught and always believed that American business was the real power house that supplied the energy, adventure, money and foresight that made possible the social structure of today. I always believed that its brains, capital, vision and willingness to assume great risks provided employment for a great citizenry, furnished taxes to feed the unemployed and maintain the government.

I always believed that American business men created that supply of things which meet the necessities of life and provide the luxury for a nation that enjoys the highest standard of living ever known on any continent in the history of man. I believed that the opportunity to participate freely in business and give expression to one's creative genius was one of the bright beacons that called courageous men and women from the dread of the Old World to a land where men spoke of the past with triumph and the future with growing and confident anticipation.

I believed that courageous individuals developed the great transportation systems that contributed a fundamental and vital force in our modern society and gave us what we enjoy as you sit tonight as the leaders of the traffic and transportation of a nation. It is a far cry from the day when men were their own beasts of burden, when they carried their load in their hands, on their heads or on their backs, from the day when they first learned that a round object could be converted into a wheel and that a hollow log would float, until tonight when we realize that, although we are in a city of millions, we could transport everyone of them out of this city by modern transportation facilities and traffic rules, on the water, on rubber tires, on steel rails or in the air, and completely evacuate

## EDITOR'S NOTE

**M**R. BROOKS' speech at the 31st annual banquet of the Traffic Club of New York, Feb. 19, given prominence on page 42 of the March issue of DandW (see opposite page), caused so great a demand for copies of his talk that the editor is herewith printing practically the whole of what he stated that night.

Mr. Brooks, an attorney and counselor of Chicago, has an enviable record as a public servant. After he became assistant prosecuting attorney of Cook County, he entered the primaries as a candidate for Governor of Illinois. He received 180,000 votes more than all of his seven opponents combined. Though he was defeated by the nationwide landslide of the opposing party, he ran 100,000 votes ahead of the presidential candidate on his ticket.

this great city in a few hours time and in absolute safety. And yet the air is filled with denunciation of American life and leaders and business practices in America today.

Apparently what I was taught to believe has been changed, and the American people stand confused in a forest of question marks. The air has been filled with denunciation and accusation. Men clothed with the dignity of government title have charged that American business is largely responsible for our present unemployment, that it is a menace to future social justice, that it is avoiding its responsibility and is unfair to labor and opposes the rights of stockholders. That business is an enemy of progress and must be regulated, restricted, controlled, more rigidly taxed and subdued. That American business practice does not meet the demands of modern America, and the people must be advised and warned that government is responsible for all that is good, and big business is the arch enemy of the people.

These creators of class hatred have poured their propaganda out in apparent hope of building distrust and hatred in the minds of the American people for big business, that will aid in the enactment of laws that will put arbitrary

power in the hands of a few men in the capital city over all business, under the guise of protecting the people.

True, they mention only BIG BUSINESS, but that creates widespread distrust, because they presume to know and speak officially, but it leaves the uninformed citizen to condemn all business larger than himself in the community where he resides.

True, they speak of SIXTY AMERICAN FAMILIES AND TWO HUNDRED CORPORATIONS, but that spreads the seed of hate and leaves each citizen to name his own sixty families and his own two hundred corporations.

Although you are not specifically named, gentlemen, you are the subject of this attack and will ultimately feel its consequence. The die is cast, the charges are made, the modern channels of communication, supported by the advertising of business, are ever open free to the voice of government to condemn the very business that makes that channel possible. The taxes paid by business, its employees and stockholders, are used to feed the unemployed, while the agencies of government tell them that business is their enemy.

We are having a new experience in America, for times and methods

# S TO KNOW..



C. WAYLAND BROOKS

have changed. Ethel Romig Fuller aptly wrote:

Time was, the farm wife standing in her door  
And peering through the dusk across the hills,  
Could almost hear behind her on the floor  
The shadows creeping, creeping to the sills  
Like ghosts of black Minorcas come to perch  
There in the dark, so still the country night,

\* \* \*

Time was . . . now always there is company:

An orchestra usurps the kitchen, while

A prima donna often comes to tea  
And presidents revolve the creaking stile—

For neither mire, hub-deep, nor drifting snow

Can block the road against a radio.

Today, with thirty million radios in American homes, when the chief entertainment of America is admitted to be listening to the radio, the officials and agents of government are tireless in finding banquets and other occasions for speech. When the officials of government or their agents speak it is considered "in the public interest," and the radio, licensed by government throughout the land, is

available to them free, and every night the American people are literally drenched with the new philosophy which advocates more and more government control of business and opposes the American business practices, although these same practices as a whole have given the American people the highest standard of living on earth.

The American people, composed of the pioneer spirit of the races and creeds of the whole world, are not yet satisfied. They want more than they now have. They want to live better than they now live. They still want to move forward. These officers of government flood them with the thought that more government control of business will bring all necessary reforms, greater advance and more abundant life.

I for one believe that future liberty, necessary reforms, greater abundance and social justice will be realized and maintained ONLY through the continuance of American business enterprise without having the government sit in as the senior partner in every business in our land.

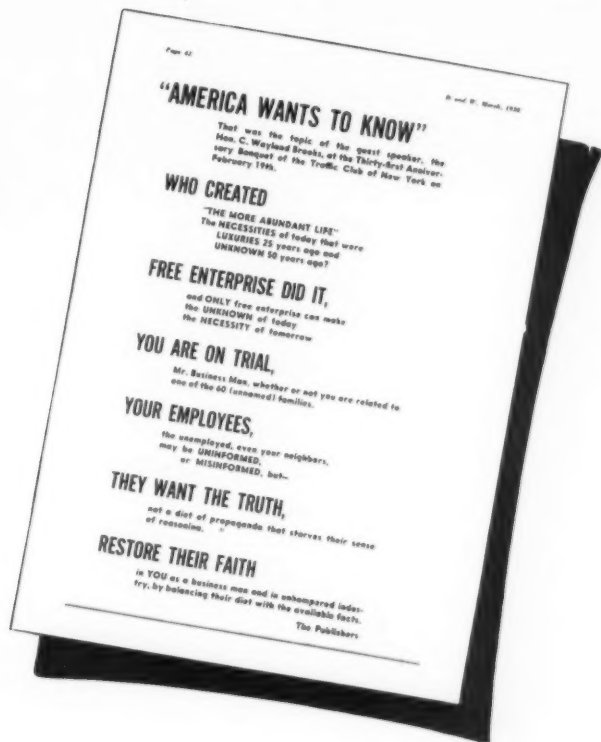
This is a great SOCIAL STRUGGLE. This is no longer a battle of political parties. This is your fight. This attack is made direct, and these voices have turned against business, leaving the war roads open for each uninformed citizen to choose his own business concern as his private enemy in

his own community, and thus it includes business in general. You must meet this attack, using the same weapons that are employed to reach the people in this attempt to subdue you.

How long will you stand idle and take this abuse? You master minds of industry, through whose genius and vision your company and its product or services are presented to the American people. Why don't you present your facts? What benefit to you or your company to advertise your products or services well, sell more, make a profit, employ more men, become larger in size, if the people of America are taught to hate you because you become great? You men have done a fine job in peace, but the heavy guns are on you now. The machines of destruction are being assembled, and the question is—can you measure up under fire? America really wants to know!

Will it profit you or your company merely to produce a fine product or superb service by day, if your employees are taught at night by tax-supported officials to distrust their employer and to believe that government is their true benefactor?

Will you stand by and be content to have the agents of government take taxes from your tills to feed the public payroll and at the same time, by hate creating statements, cause your own employees to de-



spise you; and thus, allow both payrolls that you support to vote together to give additional power to men who have never been personally successful in private business enterprise to rule and control you?

Mind you, gentlemen, I am assuming that your company is playing fair. If it isn't, in the name of America, use all of your influence to set your house in order. It is easier for business leadership to anticipate social reforms and inaugurate them, than to be driven to them by the lash. It is easier to regulate yourself from within, than to be regulated by force from without.

In condemning business, much has been said about the POOR. Surely, no sane man can fail to sympathize genuinely and sincerely with any man who is poor, but the ability to see and present things as they are is the salt of understanding and accomplishment. BUT FOR the American system, there would be more poor, and IN AMERICA the same people are not always poor. The son of the humblest mother in our land may some day, under our system, be the head of one of our greatest business institutions or the government itself. There isn't an American family that somewhere some member isn't moving up due to American industry.

Much is being said about MORE ABUNDANT LIFE. If you want to see a monument to American business, look around. The people of no other nation enjoy the benefits of so many electric lights, furnace heated homes, bath tubs, telephones, radios, automobiles, electric machines and appliances and modern methods of transportation, as do the American people. The average American citizen can ride on cushions and on rubber tires in a comfortable and safely enclosed car, through rain or sleet, guided by electric lights created by his own instrument driven by a power plant that he himself owns, and by turning a knob listen to the melodies and the finest entertainment known to the world. THAT IS ABUNDANT LIFE. When knighthood was in flower and kings were supreme, not one of them enjoyed the luxuries that are enjoyed by the average citizen of America today. AND THE GOVERNMENT DID NOT CREATE IT! The government merely protected individual initiative, and American business can claim credit for these and many other modern improved facilities and prolong life and make our country a safer and a finer place in which to live. They are the direct product of American industry. They are the essence of more abundant life. Abundant life cannot be legislated into being. It comes from hard work, intelligence and enter-

prise. America has been great in its abundant life, full of hope because of its freedom to labor and succeed.

The people of America are the greatest sportsmen in the world. They love fair play, and they want facts. Serious accusations constantly are being made against American business. Why not show in your every ad, be it by letter or pamphlet, in the press or on the air, the number of people who are earning their living making the product and service you sell so well? Why not tell the people of the new frontiers you open daily through research and discovery? Why not restore the confidence of America in American industrial enterprise? You can trust the American people when they know the facts. You, and you alone, have the facts and faculties to present them. You men have the greatest selling material anyone ever possessed.

In making accusations against you, the planners of your future frankly state that they will make a new America. New? Patterned after what? They do not say, but definitely they oppose the present business practices.

Out of this struggle, turmoil and strife will come real leaders, strong and courageous. Will they be the business men of today, or will they fall under the attack of bureaucratic planners?

Most Americans know well the name of their favorite cigarette, coffee, toothpaste, shaving cream, dessert, radio, gasoline or automobile, railroad or transportation system, but they know little or nothing of the company that produces that product or service, what it does for its employees, what it contributes to the government or really means to America. You men know well how to present your product or service. You pay for that privilege

and thereby support the very channels of information that are ever open free to the agents of government to condemn you. WHY DON'T YOU USE THEM IN YOUR OWN DEFENSE?

Would it be better for the government to run all the railroads and all the modern facilities of traffic and transportation? Has any government on earth been able to provide more abundant life than has been provided by the American system of free enterprise?

Is the company you represent the enemy of the American people? Are you employing unfair practices? Don't you pay taxes to support the very men who condemn you? Aren't you paying fair wages? Don't you pay substantial taxes to provide social security and old age pensions? Don't you provide employment for thousands of Americans, who in turn provide happy homes? Sometimes I wonder what has happened to the courage of the American business man. Has the sun of Florida, Arizona and California, has the heat of the water at the Springs, has the balmy breeze of Bermuda thinned their blood? Are they really the leaders of the industries and the system that creates abundant life? AMERICA WANTS TO KNOW! If American business does create wealth, provide employment, supply taxes and produce the things that help make America the finest land on earth, WHY DON'T YOU ADVERTISE IT? You have the facilities, the facts and the foresight. TELL THE AMERICAN PEOPLE THE TRUTH.

It isn't enough that you pay taxes, fair wages, provide employment for thousands of happy families, do the right thing and make a superb product or give superb service. You must take the American people into your confidence

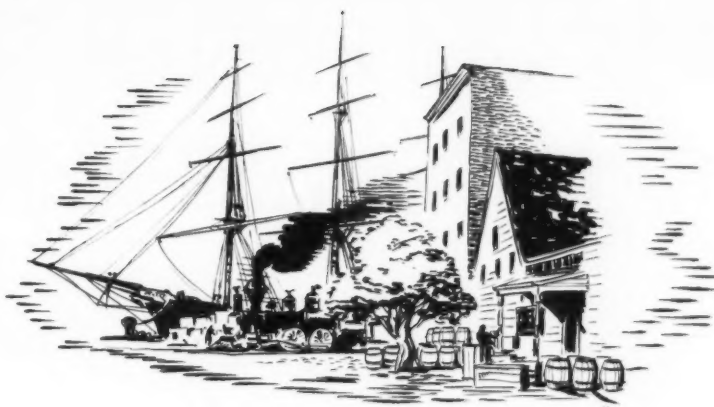
(Continued on page 94)

### Business vs. Government Costs Which needs reforming—Business or Government?\*

	1910	1937	
FOUR-CYLINDER PACKARD LIMOUSINE	\$5550	EIGHT-CYLINDER PACKARD "120" FIVE-PASSENGER SEDAN	\$1075 — 80.6%
Federal Tax Payments by Michigan Taxpayers	{ 1910 \$5,361,998	{ 1937 \$323,748,961	+ 5,938%
Cost of Federal Government	{ 1910 \$693,617,000	{ 1937 \$8,105,158,000	+ 1,068%
Per Capita Cost of Federal Government	{ 1910 \$7.52	{ 1937 \$62.69	+ 735%
Public Debt of Federal Government	{ 1910 \$1,146,939,000	{ 1937 \$36,424,613,000	+ 3,075%
Per Capita Federal Debt	{ 1910 \$12.69	{ 1937 \$281.63	+ 2,120%

\*From The Detroit Free Press, published by the Board of Commerce, Detroit.





## How Old Is Warehouse Distribution?

Mr. H. S. Webster, Jr., Sec. & Gen. Mgr.,  
D & W,  
249 W. 39th St.,  
New York City.

Dear Mr. Webster:

Under separate cover I am sending you a program of the Golden Anniversary Luncheon of the Chamber of Commerce of Kansas City which was held on Dec. 29, 1937.

In this program you will note a list of those firms in Kansas City who have been doing business for 50 yrs. or more. The Central Storage Co., you will note, is the only merchandise storage company in this list and I believe it has been in business longer than any other storage company in the State of Missouri, having been established in 1880. You will note Perky Bros. Transfer & Storage Co., who are in the household goods storage business, were established in 1884.

The celebration of this Fiftieth Anniversary of our Chamber of Commerce inspired the writer to check over your 1937 Directory Issue of Distribution and Warehousing to see how many firms have been in the storage business for 50 yrs. or more. In checking through your Directory I have listed up by years all firms whose listings show that they were established in 1887 or previously.

I found 97 firms so listed, starting with the Munroe Warehouse Co., Rochester, N. Y., who started business in 1823 and who are now considerably over 100 yrs. old.

I thought this information might be interesting to you and that you might possibly use it in some manner. It would probably be well for you to recheck this list for accuracy.—C. C. Daniel, President, Central Storage Company, Kansas City, Mo.

### Editor's Note:

We have checked, as per Mr. Daniel's suggestion, our most recent available information, and, as a result, have increased his list from 97 to 113. In the United States, roughly speaking, there are about 170 warehouses that are 50 yrs. old and over. Canada can claim about ten and the rest of the world about 65. The total for the world would run roughly about 350.

The oldest warehouses are in Amsterdam, Netherlands, namely the Leydsche-Oranje Nassau Veem, Ltd., and the N. V. Groenhoedenveem, both established in 1616. The next oldest is Pickfords, Ltd., Cardiff, Wales, established in 1620. The oldest in Canada is the National Terminals of Canada, Ltd., Montreal, established in 1865. The list of warehouses follows:

1823 Monroe Whse. Co., Rochester, N. Y.

1830 D. S. Woodberry Co., Boston, Mass.

T. Roberts & Sons, Inc., Pittsfield, Mass.

- 1847 Manning's Whse. Corp., Trenton, N. J.
- 1850 Job De Camp, Inc., Newark, N. J.
- 1856 Weimar Stge. Co., Elizabeth, N. J.
- Patterson Tfr. Co., Memphis, Tenn.
- 1858 Farnsworth & Ruggles, San Francisco, Cal.
- 1859 William Lee & Co., Troy, N. Y.
- 1860 The Smedley Co., New Haven, Conn.
- E. J. Kelley Co., Torrington, Conn.
- Knickerbocker Stge. Whse. Co., Newark, N. J.
- Peter F. Reilly's Fpf. Whses., Brooklyn, N. Y.
- 1862 Johnson Tfr. & Fuel Co., Bloomington, Ill.
- 1864 Holman Tfr. Co., Portland, Ore.
- Shanahan Tfr. & Stge. Co., Pittsburgh, Pa.
- 1865 Rochester Stge. Whses., Inc., Rochester, N. Y.
- Montgomery & Co., Harrisburg, Pa.
- Gallagher's Whses., Philadelphia, Pa.
- National Terminals of Canada, Ltd., Montreal, Canada.
- 1867 Overland Frt. Tfr. Co., Gibraltar Whses., San Francisco, Cal.
- Fred Pagels Stge. Co., Cincinnati, Ohio.
- 1868 Independent Whse. Co., Inc., New Orleans, La.
- 1870 Terminal Refrg. & Whsng. Corp., Washington, D. C.
- The Thomas J. Stewart Co., Jersey City, N. J.
- O. J. Glenn & Son, Inc., Buffalo, N. Y.
- Byrnes Bros. Whses., Inc., New York City.
- R. Carrie Stge., Ltd., Toronto, Ont., Canada.
- 1871 Oregon Tfr. Co., Portland, Ore.
- 1872 Fitz Whse. & Distrib. Co., Boston, Mass.
- E. W. Conklin & Son, Binghamton, N. Y.
- Pennsylvania Whsng. & Safe Deposit Co., Philadelphia, Pa.
- 1873 Doran Brothers, Inc., Greenwich, Conn.
- Weissberger Mvg. & Stge. Co., New York City.
- 1874 Headley's Expr. & Stge. Co., Chester, Pa.
- Binyon-O'Keefe Fpf. Stge. Co., Dallas, Tex.
- 1875 J. A. Clark Draying Co., San Francisco, Cal.
- McLaughlin Whse. Co., Bangor, Me.
- Larkin Term'l Whse., Buffalo, N. Y.
- Metropolitan Fpf. Whses., Inc., New York City.
- Dallas Tfr. & Term'l Whse. Co., Dallas, Tex.
- 1876 The Haslett Whse. Co., San Francisco, Cal.
- Binyon-O'Keefe Fpf. Stge. Co., Fort Worth, Tex.
- 1877 William H. Strang Whses., Inc., Brooklyn, N. Y.
- 1878 Borley Stge. & Tfr. Co., Inc., Hastings, Neb.
- Brooks Tfr. & Stge. Co., Richmond, Va.
- 1879 Johnson Tfr. & Stge. Co., Streator, Ill.
- Baker & Williams, New York City.
- McCann's Stge. Whse. Co., Yonkers, N. Y.
- 1880 Harris Tfr. & Whse. Co., Birmingham, Ala.
- Stringer Stge. Co., San Francisco, Cal.
- Western Whsng. Co., Chicago, Ill.
- White Line Tfr. & Stge. Co., Des Moines, Ia.
- Topeka Tfr. & Stge. Co., Topeka, Kansas.
- T. G. Buckley Co., Boston, Mass.
- Central Stge. Co., Kansas City, Mo.
- A. G. Rogers, Inc., Asbury Park, N. J.
- Knickerbocker Fpf. Whse. Co., New York City.

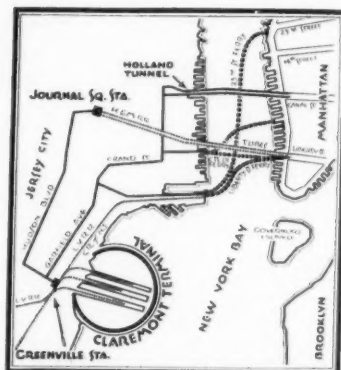
(Concluded on page 48)

# A COMPLICATED PROBLEM SOLVED— MOVING FREIGHT TONNAGE

**T**HE problem of handling freight in and out of New York City, the most outstanding commercial and financial center on the North American continent, has been a gigantic problem, a problem which nevertheless has been solved most efficiently. The city owes much of its growth and prosperity to its splendid natural advantages, all of which have helped in the task of outstripping other cities in the country. The fact that the city is located on an island has by some been looked upon as a disadvan-

territory. This system, extending from New York City westward through New Jersey, Pennsylvania, and New York to Buffalo and Niagara Falls on the Canadian border, serves such leading industrial and commercial centers as Newark, Perth Amboy, Easton, Bethlehem, Allentown, the cement and slate districts of Pennsylvania, Hazleton, Wilkes-Barre, the center of the hard coal industry, Elmira, Ithaca, Cortland, Auburn, Geneva, and Rochester.

At the Lehigh Valley's Jersey



Above—Map of New York Bay showing location of Claremont Terminals.



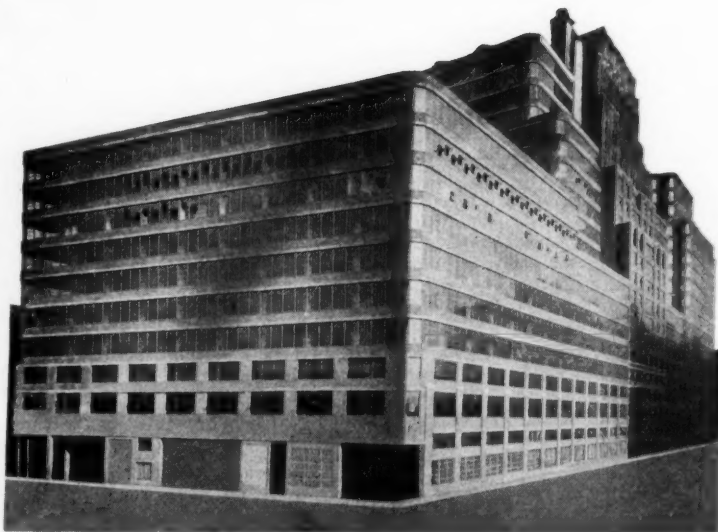
Left—Car float at Lehigh Valley Pier No. 8, Lower West Side, New York City.

Below—Starrett-Lehigh building in New York City.

tage, and railroads have, in the main, been obliged to establish their terminals on the Jersey side of the Hudson River, yet these roads have not been deterred from performing their functions in a high degree of efficiency.

The lighterage system of transferring freight from these Jersey terminals to Manhattan is largely contingent on the railroad's heavy investment in freight terminals, industrial buildings, pier stations, rolling stock, marine equipment, and so on, in order to provide an uninterrupted distribution of a veritable stream of foodstuffs, raw materials, and manufactured products. Because the railroads perform this function with such apparent ease, one is prone to forget the skillful co-ordination of rail and terminal service which makes it possible.

The Lehigh Valley Railroad is one of the most important eastern trunk lines serving this great metropolitan area and its adjacent



# GE INTO AND OUT OF NEW YORK CITY...



Above—Mammoth crane at Claremont Terminal, Jersey City, N. J.

Right—Pusher type locomotive shunting cars on wharfs at the Claremont Terminal.

Below—Giant refrigerator room, pier No. 38, Lehigh Valley Railroad.

City yards, and Oak Island yards near Newark, freight trains on schedules almost as fast as passenger trains are assembled and dispatched to the western end of the line, where connecting railroads carry the original cars through to their destinations. Overnight trains speed westward from Jersey City, handling merchandise for Manchester, which is located 88 miles east of Buffalo, where the Lehigh Valley maintains an enormous facility for the handling of l.c.l. freight. Here shipments are reloaded to cars for specific destina-

tions through the east and west. At Buffalo and Suspension Bridge the Lehigh Valley has the advantage of connections with all of the railroads operating between these points and Chicago, Cleveland, Detroit, St. Louis, and other important commercial and industrial cities in the United States and Canada. Interchange arrangements are also in effect with the Lake lines operating from Buffalo.

Piers on the West Side of New York City are allocated to certain definite types of freight shipment to expedite handling. For example,



the Lehigh Valley Pier 8, at the foot of Rector Street, handles miscellaneous shipments and acts as a distributing point for freight movements beyond New York via coastwise steamers. Just north of Canal Street, is Pier 38, strategically located in the heart of the dairy and poultry trades. Here the Lehigh maintains a huge refrigerator where free storage for 48 hrs. following day of arrival is available. Pier 66, at the foot of West 26th Street, is directly opposite the Starrett-Lehigh Building. The pier station, as well as the team track yards beneath the Starrett-Lehigh Building, is in midtown New York and used for a wide variety of commodities.

The Starrett-Lehigh Building is of impressive architecture and modern in every sense of the word and typical of railroad service as required today as it applies to industrial development. Here some

(Continued on page 59)

# There Is This About Negotiable Warehouse Receipts—

By WILFRED F. LONG

"GOOD morning Mr. Warehouseman, do you issue Negotiable Warehouse Receipts?"

"Yes, indeed, Mr. Prospect, we certainly do." "Fine, I have a carload of canned tomatoes upon which I'd like negotiable receipts issued in my name. Can you make them out 500 cases to the receipt? Good. Now how do I go about drawing on them after I place them with — Bank as collateral?"

"Well, you pay the bank for the release of that portion you want to withdraw, give them a trust receipt for the negotiable warehouse receipt covering the items to be withdrawn, and bring the receipt down to us. We will indorse the receipt for the amount you want to take out, release your stock to you, and you return the negotiable receipt to the bank provided there is still a balance shown, taking up the trust receipt, which you gave to them."

"Great Scott, man, I can't waste all that time! Why can't I have the bank notify you to release so many cases after I pay them. Then the next time you're in the neighborhood, you can drop in at the bank and indorse the receipt. All you're concerned about is the bank's O.K. that I can take out so many cases. You're fully protected."

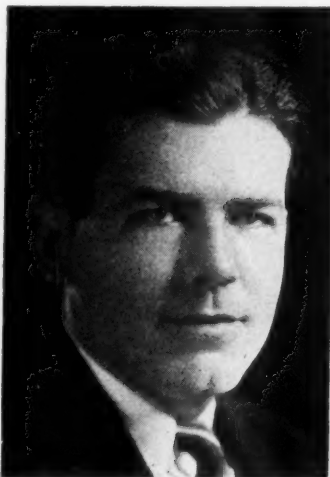
"That's true up to a point, but it isn't good warehousing procedure nor is it in accord with the law. The receipts should be indorsed by us before any merchandise is released. In fact the law states that . . ."

"Now listen, Mr. Warehouseman, the 'B' Warehouse is a pretty good outfit—they've been in business for a long time and they seem to know their business. They'll do what I ask with no hesitation. Their rates are in line with yours and their service is about as good, I guess. I'd like to do business with you because a friend of mine recommends you, but if you're going to pile all this red tape on me for something as simple as releasing goods held on negotiable warehouse receipts, I'm afraid I'll have to use the 'B' Warehouse."

"Just a moment, Mr. Prospect; if the 'B' Warehouse can do it for you, we can too. We want your business, and will take it on the basis which you outline."

"Fine, I'll wire the cannery to consign the car in your care."

The time shifts now to a week later. Mr. Prospect has sold his business interests to another individual, included in which is his paper at the bank, which represents a balance of tomatoes in the warehouse of 1,000 cases, shown on two receipts. These receipts have been properly indorsed by



Strauss

WILFRED F. LONG  
S. N. Long Warehouse  
St. Louis, Mo.

Mr. Prospect to Mr. New Owner, and title has legitimately changed hands. The procedure of releasing on the bank's authority remains the same. Mr. Prospect has agreed to write the warehouse notifying them of the change. Now let us go back to the sale of the paper by Mr. Prospect to Mr. New Owner. The same afternoon of the sale, and prior to the sale, Mr. Prospect has gone to the bank and paid for the release of 500 of the remaining 1,000 cases, and has

picked up the 500 cases at the warehouse upon bank authority. The warehouse, according to procedure, intends to indorse the 500 cases the next day at noon and cancel the receipt. Later that same afternoon the sale takes place; Mr. New Owner pays Mr. Prospect for 1,000 cases, Mr. Prospect goes back to the bank, pays for the remaining 500 cases and pockets the excess money paid him in good faith by Mr. New Owner. Upon paying for the last 500 cases, Mr. Prospect tells the bank clerk, who happens to be new, that inasmuch as he has paid for the merchandise on both receipts, he wants the receipts. It sounds logical to the new teller and without taking the matter up with an official, he turns over the two receipts, for a total of 1,000 cases. These two receipts Mr. Prospect now takes to Mr. New Owner, wishes him well, and boards a train for parts unknown, having made a clear profit of 500 cases.

The next morning Mr. New Owner arrives at the warehouse, presents one of his two negotiable warehouse receipts and asks for 500 cases. The letter has been received by the warehouse from Mr. Prospect advising of the change in title of "the goods held in storage for my account and secured by negotiable warehouse receipt." The 500 cases are released to Mr. New Owner, the receipt indorsed and cancelled by the warehouse, the receipt now remaining in possession of the warehouse.

The next day Mr. New Owner again appears at the warehouse, presents his remaining receipt and asks for 500 cases. The warehouse, having previously delivered 500 cases to Mr. Prospect, naturally has nothing left in stock now and consequently cannot meet the demand of Mr. New Owner for 500 cases.

The situation then is this: Mr. New Owner holds a negotiable warehouse receipt for 500 cases for which he paid in good faith. The warehouseman has delivered the 500 cases upon bank authority and doesn't have them to give to Mr.



New Owner. Mr. Prospect has disappeared and can't be located. The bank has its money and has released the merchandise per agreed procedure with the warehouse. It is true that the bank turned over the receipts improperly, but the warehouse has no recourse because had the warehouse followed proper procedure, the receipts could not have fallen into the hands of Mr. Prospect after delivery of the goods.

It would appear that the warehouse is responsible to Mr. New Owner, as the bona fide holder of a negotiable warehouse receipt, for the merchandise covered by the receipt and must either deliver the goods specified or pay for them. According to Section 14385, Revised Statutes of Missouri 1929, Vol. 11, "... where a warehouseman delivers part of the goods for which he has issued a negotiable receipt and fails either to take up and cancel such receipt or to place plainly upon it a statement of what goods or packages have been delivered, he shall be liable, to anyone who purchases for value in good faith such receipt, for failure to deliver all the goods specified in the receipt, whether such purchaser acquired title to the receipt before or after the delivery of any portion of the goods by the warehouseman." Section 14363 specifies "Warehouse receipts . . . may be

transferred by indorsement in writing thereon, and the delivery thereon so indorsed, and any and all persons to whom the same may be so transferred shall be deemed and held to be the owner of such goods . . . and no property so stored . . . shall be delivered except on surrender and cancellation of such receipts . . ."

It may very conceivably be that Mr. New Owner, by not being able to deliver the last 500 cases, for which he holds a negotiable warehouse receipt, may suffer a loss of future business, aside from a present sale, and thereby have an action against the warehouse for an amount considerably in excess of the cost of the goods.

But, you say, the warehouseman was also acting in good faith and certainly no one could accuse him of knowingly committing a wrong. According to Section 14364, same reference, "Any warehouseman . . . who shall violate any of the provisions of section 14357 to 14366, inclusive, of this chapter, shall be deemed *guilty of a criminal offense*, and, upon indictment and conviction, shall be fined in any sum not exceeding \$5,000.00 or imprisoned in the penitentiary of this state not exceeding five years, or both; and all and every person or persons aggrieved by the violation of any of the provisions . . . may have and maintain an action at law

against the person or persons, corporation or corporations violating any of the provisions of said sections, to recover all damages, immediate or consequential . . . whether such person shall have been convicted of fraud . . . or not."

From the above, it is seen that, aside from liability for all damages, a warehouseman becomes criminally liable for releasing merchandise without first indorsing the receipt for the portion released, if a partial release, or cancelling the receipt, in case of total release. Since the right of possession of merchandise secured by negotiable warehouse receipt follows the ownership and possession of the negotiable warehouse receipt, a warehouseman's only course is to demand presentation or surrender of the receipt before releasing merchandise secured by the receipt.

It may be that a bank's policy will not permit a storer to give a trust receipt in order to take out a negotiable receipt to deliver to a warehouse for partial or total indorsement. In that event a messenger from the bank would deliver direct to the warehouse for indorsement, prior to delivery, and return the receipt to the bank. This, of course, is a matter between the storer and the bank, the warehouse being interested only in presentation of the receipt by a bona fide holder or agent.



The fourth annual beefsteak dinner of the Warehousemen's Association of the Port of New York was held March 29th in the Holtz restaurant in the basement of the Woolworth Building.

About 125 were present, including out-of-town guests from Philadelphia, Washington and Bethlehem, Pa. A number of traffic managers also attended. The members and guests were welcomed by President Walter E. Hegeman, vice-president of the Terminal Warehouse Co. Charles Milbauer, general manager of the South Eleventh Street Warehouse Corp., Brooklyn, N. Y., was chairman. As usual, he arranged for fine food and entertainment.



A shipment of apples in wire-reinforced cases starting on an ocean voyage. Courtesy, the Gerrard Co., Inc.

## CONTAINERS MUST PLAY T “TAKE IT”

**I**N a previous article it was pointed out how important it is for a manufacturer to select the proper shipping container, one that offers adequate protection and yet sufficiently light in weight to keep down the shipping weight, thus holding the transportation costs down to the minimum. Examples were given showing how some shippers had solved their problems by using certain type of crates, boxes, strapping, cartons, etc. Next to be considered is the barrel.

It is somewhat amazing to learn of the number of products that may be shipped to best advantage in barrels, said to be one of the oldest of the built-up containers used in the transportation of shipments. Not only does one find pickles, beer and liquor shipped in barrels of tight cooperage, but a long list of other products including drugs and chemicals, a long list of food prod-

ucts, turpentine, oils, inks, and others too numerous to mention. Then too there is the slack cooperage for sugar, nails, pottery, glassware, apples, poultry, tobacco, abrasives, hardware specialties, and many others. Wood veneer drums lined with fibre-board are used for shipping small lots of semi-bulk materials, such as dry chemicals.

In the classification of “barrels” are found such containers as casks, kegs, hogsheads, drums, straight-sided tight and slack cooperage.

*This is the second and concluding article on the subject of containers. The first article appeared in the December issue.*

Some shippers prefer cooperage with wood hoops, while others use those bound with steel bands or wire, depending somewhat upon the commodity to be shipped.

Another type of container of the barrel and cask variety is that made of steel. These are made in various styles according to the product to be shipped therein. There are pails, kegs, drums, and barrels. The commodities shipped in these containers are practically innumerable, among them are lard, oils, liquids and semi-liquids of all

kinds, paints, chemical products, etc., etc. The action of a product on the interior of the steel container sometimes necessitates protective interior coatings or linings to offset any possible injurious reaction of the product to the container. Nuts are frequently shipped in wire baskets, which protect the product against mice and rats and yet show up the nuts to good advantage to the purchaser.

### Chemicals

Selecting the right container for chemicals and acids requires careful thought. The element of danger in the handling and shipping of these products does not necessarily lie in the chemical itself but rather in the security of the container. Acid, for instance, in a glass carboy is relatively harmless unless the carboy breaks or spills—something that might easily happen unless the carboy is properly boxed and protected. To supply this necessary protection, carboy boxes should be constructed with triangular cleats at the inside corners as braces, with proper overlapping and reinforcement.

The Interstate Commerce Commission sets forth rigid rules and

Inflammable liquids, for instance—liquids and liquid mixtures that give off inflammable vapors—must bear a red label. A yellow label is affixed to containers carrying inflammable solids. This includes substances other than those classified as explosives, that are liable to cause fire by ignition through friction absorption of moisture, or spontaneous chemical change. A yellow label is also used on oxidizing materials—chlorates, permanganates, nitrates, and other substances that yield oxygen to stimulate combustion of organic matter. There is a white label for use on shipments of corrosive liquids, such as strong mineral acids and other liquids of a corrosive nature liable to cause fire when mixed with certain chemicals or organic matter, or to cause corrosive damage to other freight in case of breakage or leakage of the container.

"It's in the bag" might be said of such products as cement, lime, and plaster. These are usually carried in the heavy paper or cloth bag containers. And while on the subject of bags, there is burlap which has been found a strong, tough, and durable covering to be used as a shipping container, either

in the form of bag or bale. It is surprising how large a number of products lend themselves readily to shipment in bales. A few of the many products that can be shipped in this way are belting, leather, rubber, fabrics, gloves, oilcloth, fur, carpet, hides, toweling, twine, tobacco leaf, jute, moss, pulpboard, cork (scrap and shavings), sandpaper, auto tires, etc. The bale has the advantage over other forms of containers in the reduction of packing and transportation costs. The compression into bales of such commodities as blankets, clothing, leggings, hosiery, etc., reduces cargo space to a minimum. This is important when ocean freight costs are based on cubic measurement.

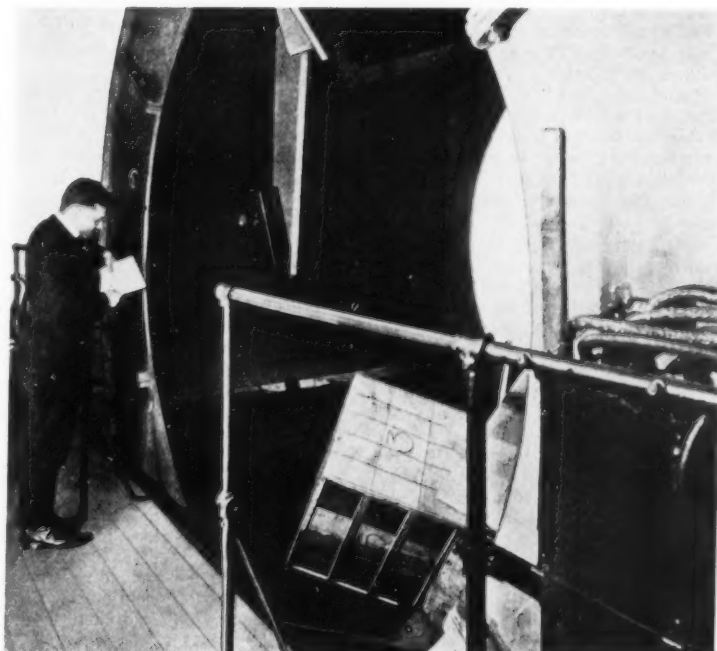
### Research

Some shippers may not be aware of the fact that many container manufacturers maintain research laboratories fully equipped with a varied array of "torturing machines" where containers may be tested to discover any weak points. Express companies and railroads also maintain similar laboratories supervised by engineers schooled in container, packing, and shipping problems. At Madison, Wis., there

## Y THEIR PART AND BE ABLE TO

regulations governing specifications and construction of shipping containers for the transportation of explosives and dangerous articles. Labels also come in for considerable attention in the shipment of dangerous products. These labels, being of different colors, call attention of those handling the shipment through the various channels of distribution—railroad, steamboat, motor truck, warehouse, or terminal dock—to the nature of the contents of the container.

**Drum test.** The packed containers are placed in this large revolving drum, which drops and tumbles them in a manner that closely simulates the stresses, shocks and rough handling of actual shipping conditions. Courtesy, Chicago Mill & Lumber Co.



is also the United States Forest Products Laboratory, established in 1910, as a part of the United States Forest Service, and is the only institution of its kind in the country and the largest in the world. As a result of the investigation into boxing and crating practices made at this institution, it has been estimated that claims against railroads for damage to goods in transit were reduced \$37,000,000 in a single decade.

In these designing and testing laboratories tests and studies are made concerning container design and methods of packing. The findings in such research study have been passed on to shippers in savings of millions of dollars in shipping costs as well as loss and damage to shipments through improper protection during transit.

Obviously, the retention qualities of a container are of great importance, since it must hold together and retain and protect its contents while in transit, while on the other hand nothing is gained in providing more retentive strength than is needed. In short, a container need not be constructed to withstand the onslaughts of a trip around the world, when it is only planned to use it in shipments through the ordinary channels of domestic trade.

### Export Shipments

And right here it might be well to give some space to the consideration of export shipments. Strange as it may seem, there are still some shippers who cannot appreciate the extraordinary hazards incident to export shipping. Often laboring under the impression that shipments are neatly stowed on board a vessel, not to be moved until they reach their destination, some who indulge in foreign shipping only now and then find it difficult to understand why the conventional method of boxing and crating for interstate commerce is not wholly satisfactory for export service—plus possibly some strapping or a brace or two.

In rail transportation, for instance, freight cars are generally on a level that facilitates the trucking of shipments in and out of the car. On ocean-going vessels freight must be stowed in holds where it is not always possible to use floor trucks. The usual practice is to gather a various assortment of freight into a net suspended from the pier and swing the net with its contents inboard and lower it into the hold, which in some instances would be equal to lowering it into a fairly high building. Sometimes, instead of a net, a rope sling is used. On its downward plunge the load passes the first hatch coaming and then one deck after another—swinging, bumping, and grinding



as it goes down into the bowels of the ship. Any damage not done going down may be accomplished on the way out when the ship is unloaded at its port of destination.

In some ports, where cargoes are unloaded onto lighters, which in turn transport the shipment up some river to be finally discharged, the added risks of transfer and the constant rising and falling movement of the lighter must be considered. Delivery to and from the holds of vessels is hazardous even under the most favorable conditions. The risk of damage is, however, largely increased when the facilities for loading and unloading are inefficient or absent. Indeed, in the every day vernacular, containers must be able to "take it." Not only must they stand up under the weight of tons of freight that may be piled on top of them; the rolling and lurching of the ship as it plows through heavy seas; the deleterious effect of the action of the sea-air; but also the rough handling at foreign ports. Many exporters have found that a binding of steel strapping or wire at the ends of the container, as well as at other points, helps to prevent ripping of the container boards or panels hooked under a deck coaming.

Export packing is by no means the least of the problems facing the manufacturer who decides to enter foreign markets, or who is shipping to those countries where he has had no previous experience. The selection of containers and packing for this class of shipments demands special attention, and should be planned and designed to meet any condition peculiar to those countries to which shipments are to be made. It may be customary



to transport goods overland on the backs of natives or by pack animals. If such extraordinary means of conveyance are the only ones available, the size and weight of each package may have to be designed to meet the particular conditions under which it is to be transported.

### Climatic Changes

It is also important to protect foreign shipments against climatic changes. Intense heat and humidity, as well as long torrential rains prevail in some sections. Waterproofing also becomes an important factor where considerable transshipment is necessary before the final destination is reached. While added expense in container construction and packing may save many claims and much misunderstanding with foreign customers, the matter of economy in weight and size should not be overlooked, since steamship charges may be



figured either in terms of weight or measurement of package; that is, in the amount of space a unit occupies.

The subject of containers can hardly be discussed without including some mention of inside packing. In the shipment of fragile glassware and similar articles, furniture, kitchen utensils, scientific instruments, and even a massive soda fountain, careful packing is required to assure safe arrival in undamaged and unmarred condition. There is probably no single material that can be referred to as the universal packing, for the purpose of obtaining that cushioning effect so important in protection—that resiliency that causes a pack-

ing material to spring back quickly after sustaining a blow. Among the several packing materials preferred by shippers is found excelsior, sawdust, excelsior pads, corrugated strawboard, cellulose wadding, felt, crepe fibre, cotton batting, balsa wood, and a number of others. New packing materials are constantly presenting themselves, but those mentioned have been widely used. Newer types come in pads or sheets of uniform size and thickness. Such packings eliminate some of the dirt and dust occasioned by loose packing materials and also save dust and dirt at the other end, also time of packing and unpacking.

### Statistics

Some idea of the extensive use of packing materials may be grasped from a reference in the 1937 edition of the Market Data Book, which points out that in the 1935 Census of Manufacturers listed, "Forty-six establishments engaged in the manufacture of wood excelsior, wood wool and excelsior pads and wrappers," producing products valued at \$2,444,197.

In offering these reminders on the selection of containers, methods of shipping, and care in packing, it has been impossible to call attention to each and every type of container and packing material. The point to be brought out is that a shipper should acquaint himself with the various types of containers that are available to him and then make his selection to bring down the shipping cost to the lowest amount, taking into consideration the original cost of the container, the time element in packing, and the safety of goods while in transit.

### Florida Reciprocity with Only a Few States

The Florida Railroad Commission has put into effect a reciprocal agreement with the following states:

Connecticut, District of Columbia, Illinois, Indiana, Iowa, Louisiana, Maryland, Massachusetts, Michigan, New Jersey, New York, North Carolina, North Dakota, Pennsylvania, Vermont, Virginia, Washington, West Virginia.

This reciprocal agreement, "Reciprocal Agreement, Household Goods Carriers," is quoted herewith:

"The Florida Law requires all auto transportation companies engaged in common carriage or contract carriage to secure a Certificate of Convenience and Necessity from the Railroad Commission, and all auto transportation companies engaged in for-hire carriage to secure a Permit from this Commission to operate over highways and to pay a mileage tax.

"The Florida Railroad Commission exempts from the provisions of this Act motor vehicles from other States, transporting uncrated household goods, office fixtures, store fixtures and merchandise stock when moved in the same load with store fixtures. A truck bringing in a load can take a return load only from the point where the inbound load was delivered. A truck cannot come into Florida empty and take out a return load. This exemption applies only to those States granting Florida household goods carriers similar reciprocity and to those States which do not require a certificate or permit or impose an operating tax upon Florida household goods carriers."

The above applies to the Act providing for the supervision and regulation of motor carriers and payment of a mileage tax and does not have reference to the License Tag Law which is under the authority of the Motor Vehicle Commissioner.

The following states have no reciprocity with Florida and a permit must be obtained from the Railroad Commission:

Alabama, Arizona, Colorado, Georgia, Idaho (1 permit per month, 3 per year), Kansas, Kentucky, Maine (1 trip per month), Minnesota, Mississippi, Missouri, Montana, Nevada, New Hampshire (limited to 20 days), New Mexico, Ohio, Oklahoma, Oregon, South Carolina, South Dakota, Tennessee, Texas and Wisconsin.

The Florida License Commission and the State Road Department also have jurisdiction over traffic over the highways of Florida and information as to their requirements can be secured there.

Top, left page.

Link-Belt Co. uses barrels for shipping crane parts, bolts, rivets, washers, gears, sprocket wheels, chains and similar items.

Below, left page.

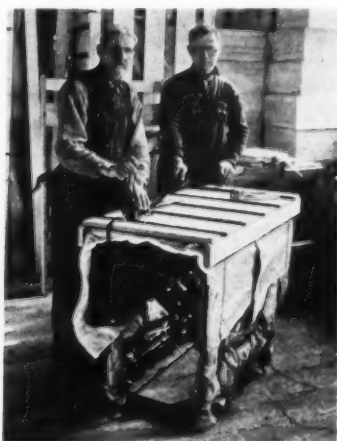
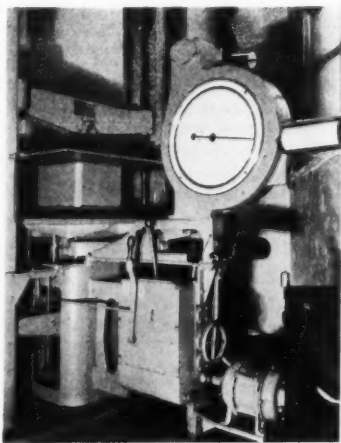
Armour & Co. uses bags and bales for shipping wool. The bagged shipments weigh from 11 to 300 lbs., while the bales range between 300 and 900 lbs.

Left, below.

Box compression testing machine. Empty containers are sealed and tested for resistance to loads from all directions. Pounds of resistance and the distance of deflection before and at failure are accurately registered on the dial and autographic chart. Courtesy, Container Corp. of America.

Right, below.

Using layers of cellulose wadding in preparing a piece of furniture for shipment. Courtesy, Kimberly-Clark Corp.





From the Washington Office of D and W

## FROM THE CAPITAL

News of Interest  
to Shippers and  
Warehousemen

### Pettengill Bill Hit Hard by Opposition

After many months of discussion during which interests favoring the Pettengill long-and-short-haul repealer had the floor exclusively in committee hearings, foes turned loose their barrage of opposition late in March and the bill began to look much less like one assured of passage.

It was the first opportunity opposing carriers and shippers had to hit back at sponsors of the proposal to strike out the half-century old regulation that charges over a long route must not be less than the aggregate of intermediate rates.

They did not stop at charges that railroads are seeking monopoly of transportation; they went further and accused supporting interests of outright misrepresentation of the demand for this legislation.

Opening the blast on monopoly charges was C. E. Childe, representing the Mississippi Valley Assn., who informed the committee that interior shippers would be discriminated against if the bill is enacted. Instead of fighting other forms of transportation, he said, the railroads would find an era of prosperity opened to them if they would devote their energies to an intelligent revision of rates. Responsive to a question by Senator

Minton of Indiana, the witness said he would favor a long-and-short haul provision in the Motor Carriers Act should it prove necessary.

Stating that it is a fact that truckers do not charge less for long hauls than they do for short hauls, Childe ventured that legislation similar to the long-and-short haul clause of the Interstate Commerce Act would be unnecessary for motor carriers.

The second opposition witness, W. H. Chandler, representing the Merchants Association of New York, told the committee that enactment of the Pettengill bill would result in the same war between rail and truck carriers as has been seen between rail lines and water lines in the past.

Passage of the bill, he further contended, will mean endless litigation which will eventually wear out the patience of the shippers and of railroad competitors, and mean an eventual return in large measure to the monopoly the railroads once enjoyed.

F. S. Davis, of the Boston Chamber of Commerce and other New England interests, said his opposition was based on the premise that the bill will have harmful effect on other forms of transportation. He stressed that the I.C.C. has stated it will interpret passage of the Pettengill bill as a mandate from Congress to permit lower rates on competitive traffic.

Other opposition was delivered by Maj. Gen. T. Q. Ashburn, representing the government-owned Inland Waterways Corp., which operates the Federal Barge Line.

"This bill is so dangerous to the economic security of our country, so vast a grant of power to railroads to say which part of our country shall be exploited to the benefit of another, so dangerous a power for them to have if they exercise it to accomplish its ostensible object, that grave doubts can be raised as to the sincerity of the railroads in proposing the bill," the witness declared.

The vigor of the opposition's attack is expected to have a strong influence in postponing committee

action on the bill until too late for passage at this session of Congress. Already in a legislative tangle caused largely by differences between the two chambers over the tax bill and the administration's reorganization measure, Congress can hardly be expected to clear the log jam and also act on pending appropriation bills before adjournment which has been tentatively fixed for May 30 to permit the legislators to rest before election campaigns.

### Transportation Costs Rise

Costs of transportation, both rail and motor truck, advanced sharply March 28.

Increase in rail rates, authorized by the Interstate Commerce Commission, with few exceptions, became operative on that date. Advanced truck charges, suggested by I.C.C. to preserve the general competitive levels, also went into effect, generally raising rates between 5 and 10 per cent.

These increases generally will be 10 per cent, except that increases of 5 per cent will apply on volume shipments of products of agriculture, rather than tropical fruits; on animals and animal products, excluding horses and mules; on lumber, shingles and laths, and on cottonseed and vegetable oils, rather than linseed.

The master tariff states that it "is applicable only in connection with tariffs and supplements specifically made subject hereto and to the extent indicated in such tariffs and supplements." The tariff contains conversion rate tables, giving effect to the increased charges.

The special permissions permit (1) carriers or their agents to issue master tariffs of increased rates and charges and (2) to issue "connecting link," blanket or individual supplements to rate tariffs, making rates and charges therein subject to the increases in the master tariff

as well as the publication of conversion tables.

In notifying motor carriers of the issuance of the master tariff, ATA stated:

"Your National Association, through its revenue committee, made a nationwide study of motor carrier revenue needs. This study showed conclusively that the industry was in need of additional income, and this fact was made known to the Commission when it was holding hearings in Ex Parte 123.

"Realizing the pressing necessity for immediate and uniform increases, leading tariff publishing bureaus already have arranged to follow the program proposed by ATA. Uniform action will eliminate the necessity for numerous complaints and expensive hearing procedure."

Meetings of motor carriers have been held at most principal traffic centers to discuss the proposed increases and the plan for putting them into effect. Reports to National headquarters indicate almost unanimous concurrence in the plan and willingness to take advantage of the increase.

It is understood that the forwarding companies have agreed to a horizontal increase of 10 per cent in their rates, effective March 28.

Railroads, it was learned, plan to institute increases, effective on the same date, except possibly for commodities involved in Ex Parte 115, on which increases were granted last December, which will require a slight delay because of the necessity to check individual rates.

### Loss of Trucking Routes Not a Tax Deduction

No deduction may be taken on federal income tax returns to cover the loss of exclusive trucking rights over specified routes, the United States Board of Tax Appeals has ruled.

Prior to 1934, Consolidated Freight Lines, Inc., of Washington State purchased certificates of public convenience and necessity permitting transportation of freight by truck over five routes in that state. The certificates granted exclusive rights to the truck line.

Legislation enacted by the legislature in 1934 removed the monopolistic character of the certificates, but did not destroy Consolidated's right to operate its truck lines.

The purchased certificates were transferable, subject to the approval of the Department of Public Service of the State, and the practice was to approve transfers as a matter of course without public hearing. Furthermore, the documents were mortgagable, had a substantial sale value, and a substantial value for state personal property tax purposes. They lost their sale value in 1934, were no longer mortgagable, and the assessed value for personal property taxes was removed by the state tax commission. This change was

brought about by legislation enacted in 1933, effective Jan. 1, 1934, which abolished the exclusive character of the certificates and permitted operation in competition with existing lines. From 1934 on, many competing carriers by truck began operating over the same routes, Consolidated was forced to reduce its rates and lost considerable tonnage.

The company claimed a loss of \$77,438.98, represented in the value of what were once exclusive operating rights.

The board of tax appeals concluded that Consolidated company's licenses were unlike the permits held to operate saloons prior to the advent of national prohibition. The "dry" law, it was pointed out, extinguished the right to do business under the licenses, whereas the Washington State law did not prohibit Consolidated from operating but merely introduced the element of competition.

Had the company been able to show on an accounting basis exactly what loss had been sustained, the board intimated a reduction would have been allowed.

"Assuming in the present case," said the decision, "that the monopolistic features of the certificates issued under the 1921 statute had some value apart from the operative rights, and that the monopolistic features were destroyed by the 1934 legislation, the petitioner has not shown what part of cost is attributable separately to those features. Hence it has not established its basis for gain or loss."

### Household Goods Study Ordered by I.C.C.

A GENERAL investigation of the practices of common carriers of household goods by motor truck is to be opened by the Interstate Commerce Commission in Ex Parte No. MC 19.

"This investigation results from the receipt of numerous informal complaints alleging that carriers of household goods have been charging other than their tariff rates by giving incorrect estimates of the cubic footage of the shipments, and alleging also that certain other practices of these carriers have been unreasonable, unduly prejudicial, or unjustly discriminatory," states W. P. Bartel, secretary of the commission.

In order to obtain as complete picture of the industry as possible, the commission held some 90 regional conferences some time ago. Compilation of the reports of these conferences indicated the desirability of establishing rules applicable to all persons engaged in transportation of household goods in interstate or foreign commerce.

A draft of proposed rules has been prepared, and the commission asks that all interested parties prepare evidence bearing on the reasonableness or unreasonableness of these rules.

Interested parties are asked to notify the commission, on or before April 11, of the amount of time they believe will be needed for presentation of their views, and of the point at which they wish to be heard.

"It is to be distinctly understood that the level of rates for transportation of household goods by motor common carriers is not an issue in this investigation," Bartel states.

The proposed rules, nine in number, are stated in terms which are readily understandable. Rule 1 covers definitions. Rule 2 provides that rates shall be stated only in terms of cents per 100 lbs. or fraction thereof, thus cancelling all cubic footage rates.

Rule 3 provides for establishment of tare weight for each vehicle, and for billing on the basis of gross weight less tare weight, with gross, tare and net weights stated on bill of lading and freight bill.

Rule 4 covers charges for accessorial services and requires a charge for each such service. Rule 5 outlaws discounts and requires that no charges shall be based on prepayment of charges.

Household goods common carriers would be prohibited, under Rule 6, from receiving a dock charge from shippers or other carriers. Rule 7 would prevent a carrier from acting as agent for another carrier, if the former has local or joint rates different from those of the latter between the same points.

Rule 8 prohibits carriers or their employees from acting as agents for insurance companies, and Rule 9 requires that receipts or bills of lading must be issued only when household goods are received.

### S. Carolina to Liberalize Its Truck Law

The South Carolina state Senate has passed a bill settling new truck weight and size limitations at 40,000 lb. and 96 in., sending it to the state House of Representatives where it is expected to be passed soon. The House committee has drafted a majority favorable report on the bill.

The measure is designated to give relief to truckers and growers. The two legislative bodies recently agreed to ask the State Highway Department to withhold enforcement of the state's 20,000-lb., 90-in. truck limitation law pending enactment of the more liberal limits.

### Changes in Personnel

R. E. Ray, former assistant to the secretary of the National Food Brokers' Assn., has opened the Ray Brokerage Co., 352 S. Illinois St., Indianapolis.

J. Royce Tomkin has been named sales manager of the Sylmar Packing Corp., Los Angeles.

P. R. Parrette, former San Francisco district manager, has been promoted to Pacific Coast sales division manager of the Procter & Gamble Distributing Co., San Francisco. G. A. Conwell succeeds Parrette.

George A. Cole has been appointed vice-president and general manager of the Barrett Food Products Co., Atlanta, Ga.

J. A. Reilly has been appointed sales manager of the soap department of the Colgate-Palmolive-Peet Co., Jersey City, N. J.

Arthur W. Ramsdell has been appointed director of sales in the United States and Canada of the Borden Co., New York. R. D. Ward, vice-president in charge of sales and advertising of manufactured dairy products, has resigned.

R. L. Holmes, traffic manager, southwestern milling division, Standard Milling Co., Kansas City, Mo., has been appointed general traffic manager at headquarters in Chicago.

On May 1 the organization of the consolidated traffic department of the United States Steel Corp. subsidiaries will be as follows: C. W. Trust will become traffic manager, eastern district, Pittsburgh, succeeding W. S. Guy, recently appointed acting general traffic manager of the consolidated traffic department; A. C. Schweitzer, assistant traffic manager, eastern district; M. N. Billings, traffic manager, Western district, Chicago; J. W. Hoover, assistant traffic manager, western district; H. M. Knobel, traffic manager, Cleveland district, Cleveland, O., and R. H. Haley, traffic manager, New England district, Worcester, Mass. The following companies are represented in the consolidated department: American Bridge Co.; American Steel and Wire Co.; Carnegie-Illinois Steel Corp.; H. C. Frick Coke Co.; National Tube Co., and United States Coal and Coke Co.

W. P. Hartman, father of the fruit and vegetable standardization program in Michigan, has resigned as general sales manager of W. R. Roach Canning Co., to become sales manager and assistant general manager of Columbus (Wis.) Food Corp. Mr. Hartman had been with Roach 13 yrs.

Blaine Thompson, general sales manager of Texas Star Flour Mills, Inc., has resigned to become general manager of Morton Milling Co., Inc., Dallas, Tex. B. T. Irwin has succeeded Mr. Thompson.

Michael J. Kobrin, formerly with Calvert Distilling Corp., has been made vice-president and general sales manager of the Hunter Baltimore Rye Distillery, Inc.

Roy W. Campbell, manager of the traffic department of Butler Paper Corp., Chicago, has been elected president of the Traffic Club of Chicago. He replaces J. E. Weller, traffic manager of the Pennsylvania RR.

Others officers elected to serve with Mr. Campbell are: first vice-president, W. C. Douglas, asst. genl. frt. traf. mgr., N. Y. Central; second vice-president, E. R.

Roy W.  
Campbell



Gustafson, asst. traf. mgr., Universal Atlas Cement Co.; third vice-president, W. Haywood, frt. traf. mgr., Ill. Central RR; secretary, D. W. C. Becker, director traf. management dept., La Salle Extension Univ.; treasurer, R. J. Wallace, traf. mgr., Jaques Mfg. Co.

James H. Graef has been appointed metropolitan New York district manager for Seagram Distillers Corp., Howard H. Hoyt, general sales manager, announced. Mr. Graef, who has been identified with the Seagram organization for many years, until recently was manager of Seagram's up-state New York district.

P. W. Swan has been appointed assistant to Udell C. Young, corporation vice-president in charge of manufacturing and transportation, General Foods Corp., New York City. Mr. Swan was superintendent of the Calumet Baking Powder division.

### Luther Calvert Distilling's Genl. Traffic Manager

Frank H. Luther, who was local traffic manager at Baltimore, Md., of the Calvert Distilling Co., has been appointed general traffic manager with headquarters at Louisville, Ky., of the distillers group composed of Joseph E. Seagram and Sons, Inc., Calvert Distilling Co. Carstairs Bros. Distilling Co. Mr. Luther succeeds John F. Mahan as general traffic manager.

### Lehigh, Newark, Opens Bottling-In-Bond Plant

On April 30, the Lehigh Warehouse & Transportation Co., Inc., Newark, N. J., celebrated the opening of its bottling-in-bond plant at Elizabeth, N. J., and the inspection of its internal revenue bonded warehouse. Invitations were sent out and those in attendance were served cocktails and buffet lunch.

### Two Companies Merge

The Spokane Transfer & Storage Co. and the Pacific Transfer Co. have been consolidated and will operate in future as the Spokane Transfer & Storage Co. at W. 308-316 Pacific Ave. Millard Johnson is president of the new company. The two firms are among pioneers in the transfer and storage business in Spokane. The Pacific company was established 50 yrs. ago, and Spokane Storage has been doing business in Spokane for 34 yrs.





### Chinese Trading Company in U. S. Market

WISHING to market in the United States Chinese produce, such as shelled walnut, egg products, almonds, mustardseed, beans, strawbraids, etc., we shall be obliged if you will kindly send us a sample copy of *DandW*. In case it serves our purpose, we shall be glad to become one of your regular subscribers.—H. P. Ching, China United Trading Co., 52 Taku Road, British Concession, Tientsin, China.

### Uses Only Those Warehouses That Appear in *DandW*

HERE'S one that's good for your book but not so hot for us. I called to see Mr. ——— recently since I was informed that they propose placing stocks in quite a number of cities. He told me that he preferred to make his own investigation of warehouses as he had come to rely strictly on the warehouses recommended by *DandW*.

He is using several of our warehouses, is asking for quotations from several others, and said he noticed that most of ours were also listed in *DandW*.—Frederick Stanton, Allied Distributions, Inc., Chicago.

### *DandW* to Chinese University

YOU have probably noticed that we have not yet renewed our subscription to your publication *Distribution & Warehousing* which we have been subscribing to regularly for many years.

Our failure to renew is entirely due to the fact that we could not raise the money to do so. The undeclared war has hit us squarely. In addition to the fact that our compound has been occupied by the Japanese forces, thereby rendering us homeless. Our chief income, the subsidy from the national government, has not been forthcoming for many months.

But as we still hold our classes in leased quarters, we are very anxious to receive your publication regularly so that both our professors and students can follow up the literature on the subjects covered and to keep up our collection without break.

Under the circumstances we wish to lay before you the following propositions:

1. That you donate to us our subscription to your publication for the current year. That is to say, you send us your publication for the present year as a gift.

2. That you continue to send us your publication for

the present year but allow us to pay for the same when we are able to do so.

3. That you reserve for us all the issues of your publication for the present year with the understanding that we shall send and pay for them when we are ready to do so.

It goes without saying that our preference in the foregoing propositions is in the order in which they are stated.

Please give them your esteemed consideration and favor us with your early reply.—S. W. Tsai, General Secretary, Chiao-Tung University, Shanghai, China.

*Editor's Note:* *DandW* gladly complies with proposition No. 1 in the above.

### Reely Travels and Finds That Advertising Pays

I SUPPOSE Mr. Webster and Mr. Spooner, you heard Bert Williams, famous negro, now dead, who used to say, "Seem like somethin' always happens before I get thru, most UNexpectedly. Did it ever happen to you?"

Well, gentlemen, I really am ashamed that I have not written you both individually before now, just so you might know that I mean it when I state that it was a real pleasure to meet you both in person at the Pittsburgh conventions.

My trip was instructive, pleasant and profitable. I made many calls in various cities throughout the East and middle West.

I think *DandW* does the stuff, for many times traffic managers picked up the Directory to see if I carried an advertisement. Apparently the layout of my advertisement attracted them, for in each case the reaction was favorable.—G. Evan Reely, Managing Proprietor, Reely's General Storage and Freight Terminal, Missoula, Mont.

### Importers in Japan Are Facing Difficulties

BOTH Japanese and foreign importers in Japan are suffering a loss of trade and facing serious business difficulties as the result of the enforcement of the Japanese import control regulations.

Some of the importers are considering closing down their import departments unless the situation is alleviated, and they are expressing anxiety for their Japanese staffs who will have to be discharged and probably will become unemployed, according to reports.

# WE'VE HEARD THAT—

## The Color Blue Will Keep Flies Away

IT has been found that in various hospitals and clinics in France the walls inside are colored a medium blue—"implement blue." The reason for this, according to the doctors and architects there, is that it has been found that flies have a marked dislike for blue.

A Dutch engineer has built a number of abattoirs and factories in Denmark, and in each case has used bright blue for interior walls. He has applied the same idea to the kitchen of his own home. He has had marked success in keeping out flies.

In West Indies homes, blue paint is used successfully for the purpose of discouraging flies. And in one English home, the owner has managed to keep them out, despite the fact that all windows are unscreened. This home owner says, "I find that very few flies enter any part of my house, and presume that this is because the insects normally enter by way of the kitchen; if this means of entry is made distasteful they do not come in at all. As I write there is not a fly to be seen in the dining room, although there is food (including meat) on the table, and all windows and internal doors are open. Although, of course, we do not make a practice of doing so, we find it perfectly safe to leave food exposed even in the hottest weather without fear of contamination, except that very occasionally a blow-fly blunders in the kitchen before he notices the color; but he then makes a frantic effort to get out again."

*Editor's note.* We have long known that human beings react to certain colors but we always had a suspicion that insects were color blind. DandW's readers handling or manufacturing foods, are asked to give their experiences on the above subject.

## 2,200-Mile Run by Steam Locomotive

ONE of the six new oil-burning locomotives of the 4-6-4 type recently built by the Baldwin Locomotive Works for the Atchison, Topeka and Santa Fe Railroad, completed what is said to be the longest continuous run ever made by a steam locomotive in regular schedule passenger service, when it pulled into Chicago, having hauled a heavy express train all the way from Los Angeles, a distance of 2,227 miles. This train normally requires four locomotive change between these two cities. The average speed was 45.4 miles per hour for the entire trip.

## California Rice

CALIFORNIA is one of the four states in the country which grow rice, and on the average produces approximately one-fifth of the nation's crop. From a record acreage planted in 1937 growers expect to harvest 4,712,000 bags. This estimate is nearly 10 per cent higher than production in 1936, and approximately 44 per cent larger than the average output in the 5 yrs., 1928-1932.

## From Traffic Managing to Tending Babies

AT least one traffic man as an expectant father has acquired the art of tending babies. He is Humbert E. Paccone, assistant traffic manager for McCrory Stores Corp., New York City. According to newspaper accounts, he is one of twenty men who received diplomas as a result of training at a maternity association, this training taking in such things as washing and feeding babies, etc. Mr. Paccone was the first to receive a diploma and he is now hoping that the offspring will be a boy. Our congratulations to him, particularly because he acquired the art in only four lessons.

## La. Public Service Freight Rate Increases Effective April 1

The Louisiana Public Service Commission at Baton Rouge, La., on March 15 ordered railroad freight rate increases for miscellaneous commodities on an intrastate basis to conform with intrastate increases ordered more than 2 mos. ago by the I.C.C. The increase of approximately 10 per cent, subject to certain maximum charges, became effective April 1. The state commission's order followed the I.C.C. ruling except for certain minor modifications and exceptions. The order will increase rail transportation charges of chemicals, agricultural implements, box materials, brick, cottonseed cake and meal, building materials, coffee, salt, packing house products, glassware, junk and scrap iron, molasses and syrup, sand and gravel, crushed stone and shell and other products.

## Sugar Production Off

Reports from Puerto Rico indicate this year's cane crop yielding less sugar than normal, but producing more rum. Sugar men so far have no satisfactory explanation for the below normal sugar recoveries with the current high yields running 13 per cent and under where in most recent years the same mills reported 14 per cent increase. One result is that the centrals are being forced to grind more cane than expected to produce quota allotments with costs higher than last year.

## Grapefruit for Cattle

AFTER the juice has been extracted, the grapefruit rinds are being ground for use in cattle feeds. Considerable tonnage of this bi-product is finding its way into warehouse storage.

## U. S. Eating More Cheese

Cheese consumption in the United States has increased to about 5 lbs. per capita annually, compared with only 2½ lbs. per capita 20 yrs. ago.

## Food Store Sales Still Under 1929

Food store sales increased 4 per cent last year, reaching the total of \$10,600,000,000, the largest volume of groceries, since 1929, according to the annual survey

(Concluded on page 88)

# ..... the parade of NEW PRODUCTS

**T**HE Paraffine Company, a national concern with units throughout the country, has leased 112,000 sq. ft. in Newark Tidewater Terminal Co. warehouse No. 4 Port Newark, N. J. The unit moving to Newark is from Brooklyn. It will receive by water transportation 40,000 tons per year, consisting of linoleum, floor coverings and like products. This will be distributed by truck throughout the state and metropolitan district. It will employ 40 men.

New Bedford Rayon Co., New Bedford, Mass., which closed down at Christmas time, owing to market conditions, has started up the preparatory department for operations at about 60 per cent capacity, and all departments are expected to be in operation soon.

Lynn, Mass., shoe production is rapidly increasing. Most of the shoe factories are employing their entire crews. Overtime work is frequent.

Los Angeles Chemical Co. has received an initial shipment of 1200 tons of yellow sulphur from the Jefferson Lake Oil Co., Texas. The sulphur was loaded at Freeport, Tex. Arriving on a ship designed especially for transportation of this type of bulk cargo, the material was transferred at San Pedro through the facilities of the Outer Harbor Dock & Wharf Co., into a train of 24 50-ton cars. Increased demand for these products in southern California made water shipment of the larger quantity advisable rather than all-rail as previously shipped, and the satisfactory way in which this was handled assures regular movement by this method in the future.

**G**ENERAL ELECTRIC CO., Schenectady, N. Y., through its subsidiary, General Electric Realty Co., same address, will take bids soon on general contract for new three-story factory branch, service, storage and distributing plant at Minneapolis, Minn. Minneapolis offices of company are in National Soo Line Bldg.

A. C. Gilbert Co., Blatchley Ave., New Haven, Conn., manufacturer of electric motors, fans, heaters, etc., has purchased plant and business of American Flyer Mfg. Co., 2219 So. Halsted St., Chicago. Chicago plant is being dismantled, and will be removed to New Haven.

McCann-Shields Paint Co., 27 Alexander Ave., Pittsburgh, manufacturer of paints, varnishes, oils, etc., will take bids soon on general contract for new four-story plant on Woodville Ave.

United States Plating Co., 4902 St. Clair Ave., Cleveland, manufacturer of plated metal products, plans new one-story plant at 5213 Perkins Ave.

National Can Corp., 110 E. 42d St., New York, has let general contract for two-story addition to branch plant at Baltimore, partly for storage and distribution.

Tidewater Associated Oil Co., 17 Battery Place, New York, has approved plans for two-story shop and other

facilities, including two large steel tanks, at plant at Constable Hook, Bayonne, N. J.

**C**ARSON-NEWTON Co., 21 Prospect St., Newark, manufacturer of files, rasps, etc., has let general contract for one-story addition to plant on Mill St., Belleville, N. J., recently acquired for new plant. Company will remove to new location and increase capacity.

Armstrong Rubber Co., will begin soon establishment of a \$2,000,000 plant at Natchez, Miss. for the manufacture of tires for Sears, Roebuck & Co., for distribution in the south. The Natchez factory, which will employ 600 persons, is the largest project yet proposed under Governor Hugh White's "balancing agriculture with industry" program.

Norge Division, Borg-Warner Corp., 670 E. Woodbridge St., Detroit, manufacturer of electric refrigerators, electric ranges, etc., has plans for two-story addition to main plant at Muskegon Heights, Mich., erection to begin early in spring. This is part of a general expansion program to be carried out at this plant this year.

S. M. Flickinger Co., 180 Niagara Frontier Food Terminal, Buffalo, wholesale food products, has plans for new branch storage and distributing plant at Elmira, N. Y.

**M**INNEAPOLIS-MOLINE POWER EQUIPMENT CO., Minneapolis, manufacturer of agricultural implements, parts, etc., has let general contract for new one-story factory branch, storage and distributing plant, with office facilities, in Fairfax Industrial District, Kansas City, Mo. Company's Kansas City branch is now at 1320 W. 12th St.

Alamo Iron Works, 130 Santa Clara St., San Antonio, Tex., has let general contract for one-story addition to branch plant at Corpus Christi.

Texas Co., 135 E. 42nd St., New York, has secured permit for new bulk oil and gasoline terminal on Ohio River, Huntington, W. Va., including steel tanks, pipe lines for unloading from river boats and other facilities.

**S**HERWIN-WILLIAMS CO., 101 Prospect Ave., N. W., Cleveland, paints, oils, etc., has purchased section of former shipyard of Pusey & Jones Co., Gloucester City, N. J., for branch plant for production of pigments and other products used in paint manufacture.

Hershey Chocolate Corp.'s plant at Hershey, Pa., will close for 1 week, July 2 to 11, to give its 3,000 employees a week's vacation.

E. I. duPont de Nemours & Co., Inc., duPont Bldg., Wilmington, Del., has authorized a fund of \$33,200,000

(Continued on page 55)

## FACTORIES ON THE MOVE

**A**MERICAN CYANAMID CO., New York City, has completed acquisitions in the aniline color and coal tar products field which will further increase its dyestuffs manufacturing. New concerns taken over are the Amalgamated Dyestuff & Chemical Works, Inc., Newark, N. J., and John Campbell & Co., New York City. The Amalgamated plant has been merged with the Calco Chemical Co., Bound Brook, N. J. A new company has been organized to take over the business of John Campbell & Co.

Dye, intermediate and chemical distribution is made by the Calco organization through sales offices at Bound Brook, Boston, Charlotte, Chicago, Philadelphia, Providence and Portland, Ore., with warehouse facilities in Boston, Charlotte and Chicago.

Armstrong Cork Co., Lancaster, Pa., will purchase the plant of the Whitall-Tatum Co. of Milville and Keyport, N. J., manufacturer of glass bottles. The purchase of subject to the checking of the New Jersey company's books and approval of the Armstrong directors. The glass company employs 700 workmen. The actual purchase will take place June 20.

Bigelow-Sanford Carpet Co.'s designing division at Amsterdam, N. Y., will be moved to Thompsonville, Conn.

The Carboly Co., Inc., Detroit, plans to expend \$500,000 for a manufacturing plant in that city. The plans provide for a structure with 100,000 sq. ft. of floor space, a laboratory and administration building.

**L**IGGETT & MYERS TOBACCO CO., located at 212 Fifth Ave., New York, since 1915, will move its executive offices to Rockefeller Center in the fall.

Hess, Goldsmith & Co., Inc., Wilkes-Barre, Pa., has closed its silk mill in that city. The machinery will be moved to Kingston, Pa., where operations of the company will be concentrated in its westside plant.

Buckley Macaroni Co., Berlin, Conn., will move its manufacturing plant to Middletown, Conn. In addition to the Buckley Co., a new corporation has been formed, known as the Corona Macaroni Corp., at Middletown, which will engage in the manufacture of this product. A part of the building will be used as sales headquarters for the Buckley Co.

Frank & Deaner & Son, Sodus, Mich., fruit packer and distributor, has plans for new one-story branch fruit-packing storage and distributing plant near Benton Harbor, Mich.

Moe Bros. Mfg. Co., 319 E. Clybourn St., Milwaukee, manufacturer of commercial and domestic illuminating fixtures, will move its factory and office to Fort Atkinson, Wis., where new plant for its occupancy will be constructed. Transfer is expected about Sept. 1.

Gar Wood Industries, Inc., 7924 Riopelle Ave., Detroit, manufacturer of motor speed boats, automobile bodies, trailers, etc., is arranging for removal of motor coach division from Detroit to branch plant at Marysville, Mich., for increased production facilities. Vacated space at Detroit works will be used for tank-manufacturing division, where production also will be expanded.

Marquette Cement Mfg. Co., 140 So. Dearborn St., Chicago, plans new bulk cement terminal at Vicksburg, Miss., where site is being selected. Cost about \$250,000 with conveying, loading and other mechanical-handling equipment.

National Biscuit Co. will build a baking plant at Syracuse, N. Y., to cost about \$350,000.

Hygrade Food Products Corp., 30 Church St., New York, canner and packer of food products, has leased a two-story and basement building at 51-53 Central Ave., Passaic, N. J., and will improve for new branch meat-packing plant.

S. B. Penick & Co., 132 Nassau St., New York, manufacturer of industrial and other chemicals, has let contract for modernization in former plant of United Cork Companies, Inc., Lyndhurst, N. J., recently acquired, to be equipped for new plant.

National Gypsum Co., 190 Delaware Ave., Buffalo, has arranged for purchase of Best Bros. Keene's Cement Co., Medicine Lodge, Kan., manufacturer of cement, gypsum products, etc., and will consolidate. Properties will be continued by purchasing company and expansion in production carried out.

**A**DOLPHUS RICE MILLING CO., INC., a new company formed by A. L. Pfeffer and associates, will build a \$100,000 plant at Houston, Tex. The plant will have a daily capacity of 1,440 bbls. of rice.

Chef Boiardi Food Products Co., Cleveland, has purchased a factory at Milton, Pa., and will convert it into a canning factory.

Ed. Phillips & Sons Co., Eau Claire, Wis., has been made agent for the National Distillers products in western Wisconsin, Minnesota and North and South Dakota.

Breaux Bridge Sugar Cooperative, Inc., Breaux Bridge, La., recently organized, plans new cane sugar mill on local site comprising several one and multi-story units, with tank house, power station, pumping plant and other mechanical departments.

Blanton Co., 318 So. Second St., St. Louis, plans rebuilding vegetable oil mill at Helena, Ark., operated under name of New South Oil Mill, recently destroyed by fire.

(Concluded on page 52)





### Pulp Men Coming to New York

A GROUP of executives of Swedish and Finnish pulp manufacturing concerns is en route for New York to negotiate with American customers on the question of price revisions, it was learned recently.

American buyers, it was said, have for some months been seeking to obtain reductions in prices on existing contracts consistent with the reductions named by domestic producers early in the first quarter of this year.

The Swedish and Finnish interests, it was said, have consistently held to their position that no reductions on undelivered portions of existing contracts are justified. It was reported, however, that they have shown some willingness to "marry their contracts." By this term is meant an offer to arrange renewals of contracts under which prices would be lowered on the renewals but held unchanged on the undelivered portions of existing contracts.

Meanwhile, it was reported that American producers have lost a considerable portion of their export market. Normally, the chief export market has been in the Orient, and this has been supplied largely by West Coast producers.

A recent survey shows an unusual heavy holdover of 1937 pulp shipments at Atlantic as well as Lake and River ports destined to inland mills.

On top of this, new southern pine pulp mills are in heavy production supplying pulp, substituting in some cases in the use of imported pulp.

Heavy purchases in 1937 by American mills for 1938 and part of 1939 creates a condition that certainly will have to be adjusted unless there is a sudden upturn in paper making activities.

### Good Information

"The Upper Mississippi River Bulletin," issued monthly and mailed free by the Upper Mississippi and St. Croix River Improvement Commission, 202 Civic & Commerce Bldg., Minneapolis, Minn., has a lot of interesting information valuable to water-transportation-minded executives. Send for a copy of the March issue—you can't afford to miss it.

Josiah H. Chase, Chairman, Herman Mueller, Secretary, Fred. C. Andersen, George C. Sudheimer and Perry R. Moore, composing the commission, are performing a marvelous service.

### Nicholson Lines Changes

F. H. PARKER, assistant vice-president of the Nicholson Lines, has arrived in Cleveland from Detroit to assume the duties of general manager for the central region, and R. F. Helmrich returned to Albany, N. Y., as Eastern representative. The Nicholson Universal Steamship Co., subsidiary of Nicholson Lines, operates a large Lake front terminal in Cleveland. It has eight auto carriers in its fleet and also engages in the oil trade, operating two tanker barges owned by the Gotham Marine Corp. Other subsidiaries of Nicholson Lines, not operating in the Great Lakes, are Nicholson Universal Tankers and Spokane Steamship.

### New Ford Pier in Operation

THE new pier of the Ford Motor Co., at its own plant on the eastern branch of the Elizabeth River at Norfolk, was opened for service early last month when the company's steamer Lake Ormoc was berthed there. The vessel operates in the service between Norfolk and Jacksonville, which has ten to twenty sailings a month. The Oswego and Onondaga also make occasional sailings in the service. Parts are to be brought to Norfolk from River Rouge during the summer by the motor vessels Norfolk and Green Islands, built for operation on the Great Lakes and Barge Canal.

### Tree Line Shows Great Activity

AMONG the lake steamship companies the Tree Line is showing the biggest pre-season activity. The Tree Line is adding a new ship to the fleet. This will mean three sailings weekly from Montreal to Toronto and Hamilton. There will be two sailings weekly from Montreal to St. Catharines, Windsor, Detroit and Sarnia. One sailing weekly will be provided to Sault Ste. Marie, Port Arthur and Fort William. The company also is opening agencies at Picton, Ontario, and Windsor. J. P. Purcell, a former resident of Montreal, and latterly division freight agent, Tree Line, at Hamilton, has been transferred to Montreal as district freight agent.

### New Fjell Liner at Montreal in April

THE new Fjell liner Taborfjell made her maiden voyage to Montreal, arriving there about April 21. She is the first of the Fjell fleet to reach Montreal in 1938. She will proceed to Lake Michigan ports and

(Continued on page 72)

### Barge Embargo Lifted

The Federal Barge Lines announced April 12 immediate lifting of its traffic embargo from, to and via all ports.

The 2-week-old freight embargo which tied up freight service via the Federal Barge lines was lifted with the signing of a new agreement between the lines and the C. I. O.—affiliated Inland Boatman's Union.

The agreement covers the terminals at New Orleans and Baton Rouge, La., Vicksburg, Miss., and Helena, Ark., and provides for a standard 8-hr. day, time-and-a-half pay for overtime work, preference in hiring union members, guarantee by the lines against anti-union activity, various readjustments in working conditions and the setting up of arbitration machinery to settle disputes between the union and the lines. It was agreed to submit the question of wages to be paid at the various terminals to settlement by the United States department of labor. Provision was also made for revision of the former agreement covering operation of towboats and it was agreed that there shall be no discrimination against union men who were discharged from the towboats Iowa and Natchez after they went on strike. Conciliation or arbitration of disputes arising on the boats was agreed upon.

### N. J. Central Obtains Rights at Central District

In return for 217 acres of underwater land deeded to Bayonne, N. J., the Central Railroad of New Jersey has obtained 50-yr. trackage rights into the new ship-to-rail terminal under construction at Bayonne.

It was awarded also \$2,500,000 par value debenture bonds and \$10,000 of the common stock of Central District, Inc., the promoting corporation which leased the property from the city. The terminal project obtained a W.P.A. loan of \$2,430,000 and a grant of \$1,785,682. A 1½-mile causeway and 9,000-ft. bulkhead are being completed and a rail spur of 1.87 miles to the Central's main line. Construction of a warehouse, it was announced, will be completed by November.

### Rochester Strike Ties Up Merchandise

Thousands of dollars' worth of merchandise destined for strike-bound Rochester, N. Y. was tied up in Syracuse warehouses, according to reports at the third day of the strike which started April 15.

Some 1,400 members of the teamster's union, an affiliate of the A. F. of L., propose wage increases in all classifications. These would raise hourly wages from 2 to 15 cents and weekly by \$2. One week vacation with pay is also asked and the drivers would work a 48-hr. week in six 8-hr. days, starting at 8 a. m. and quitting at 5 p. m.

An embargo on all intercity shipments through Rochester has been clamped on by the union because the commission merchants ordered railway consignments of perishable produce diverted because of the failure of handling facilities. A similar embargo is pledged by unions in Buffalo, Syracuse and other New York State centers.

### Moving Men Strike in Newark, N. J.

Moving and warehouse companies in Newark, N. J., were affected by the strike started April 6 by members of the United Van Workers' Union, a branch of Local 863, Commission, Butter and Egg Drivers, A. F. of L. affiliate. The strikers include drivers, helpers, warehouse packers and mechanics.

The union, organized 10 days previously, sought wage scales of \$36 a week for helpers, \$42 to \$48 for drivers,

\$45 for packers and a substantial increase for mechanics. The companies have declined to sign a contract, holding the union was singling out a few individual companies, thus creating unfair competition. A union source is reported to have said that the strike affected 800 men. Other sources said that about 110 were involved.

Unless a settlement is reached by May 1, a general tieup in moving was anticipated by a spokesman for one of the companies. Although May is not the heaviest moving month of the year, there is a large movement of household furnishings and in addition most office leases terminate May 1, thus making it the heaviest office moving day of the year.

### N. Y. Movers Abolish "Share" System as Result of Strike

The strike of 4,000 members of the Van Drivers, Packers and Furniture Handlers Union, Local 814, a New York City affiliate of the A.F. of L., ended April 1 as a result of an agreement by union officials and representatives of Manhattan and Bronx movers against whom the stoppage was directed.

Terms of the settlement included wages of 95 cents an hour for drivers and 75 cents for helpers and an 8½-hr. day, Monday through Friday, and 6 hrs. on Saturday. A victory was claimed by the union, largely because it provided for the abolition of the "share" system, whereby van operators paid no regular wages, but gave the employees a share of the gross take on jobs.

The union members' demands at the inception of the strike were for minimum wages of 90 cents an hour for helpers and \$1.05 for drivers. The union rejected an offer of a 60-cent hourly minimum for helpers and 75 cents for drivers.

### N.F.W.A. Appoints Cannon Field Secretary

In a desire to greater serve the warehouse industry, the National Furniture Warehousemen's Assn. has appointed Forrest Cannon field secretary. Mr. Cannon assumed his duties March 24.

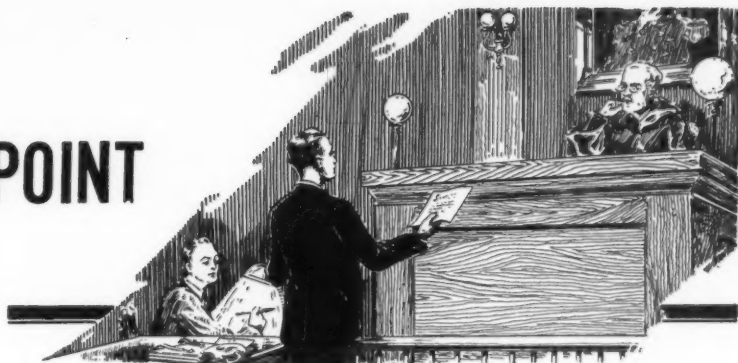
According to president Milo W. Bekins—to whose initiative the new program is credited—the services performed by the field secretary will be amongst many things to increase National membership; arrange for meetings of the industry in various cities, both members and non-members, in an endeavor to bring about closer cooperation and better understanding between operators locally; assist members and the industry in bringing about unified practices and methods of carrying on business and to endeavor to handle and settle claims and disputes between members of the industry; and to bring closer cooperation between N.F.W.A. and local associations so that they will be informed on legislative matters and to secure the help and assistance of these associations, as well as of individual members in defeating detrimental legislation and securing desirable legislation.

### Mayflower Assn. District Meeting Reno.

The Pacific Coast division of the Mayflower Warehousemen's Assn. held a 2-day meeting in Reno, Nevada, April 9 and 10. Kenneth Wells, Wells Van & Storage Co., Alameda, vice-president of the Pacific Coast division, who initiated the program, presided at the meeting. There were 45 persons present, including representatives from California, Washington, Oregon, Montana, Utah, Nevada and Arizona. Subjects of general interest in the storage, local and long distance moving business were discussed. The meeting was a most successful one.

# FROM THE LEGAL VIEWPOINT

By LEO T. PARKER



## When Checks "Bounce Back," Seize the Goods

**LEGAL EDITOR, DandW:** We did a moving job amounting to \$53.70 which was paid by check. When our driver received the check he gave a receipt in full. The next day we deposited the check and received notice from the bank that payment on the check had been stopped because of insufficient funds.

**What is our right in this matter?  
—White Storage Company.**

**Answer:** You should have no difficulty collecting the amount due by filing suit and attaching by court procedure the stored goods. Before doing so, notify your customer and demand immediate settlement. The receipt can be shown to be void since no payment could be made on a bad check.

On the other hand, if a customer has disputed the validity of a bill, and you cash a check on which is marked "Payment in full," you forfeit your right to recover the balance that you contend is due.

## When a Warehouse Receipt Fails to Protect

**LEGAL EDITOR, DandW:** If a warehouse receipt is mailed to a customer in the usual course of business, is it not binding unless the customer's attention is especially directed to this or that phase of the receipt? If a warehouse receipt is simply a means of identifying property it opens a rather serious situation for warehousemen generally who believe themselves under the protection of the terms and condition of such receipts.—**Security Storage and Van Corp.**

**Answer:** The legality of a clause in a warehouse receipt depends upon many contingencies. For instance, no part of any mere receipt is effective, with respect to the person who receives it, unless the latter knows or, by the exercise of ordinary care, should have acquired knowledge of the contents of the receipt.

In other words, if a person is handed a receipt and his attention is not directed to special clauses therein, he is not required to conform with the contents of these particular clauses. Moreover, if a person has in the past received re-

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**Mr. Parker answers legal questions on warehousing, taxes and related matters.**

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ceipts and his attention has been called to a special clause and subsequently the contents of the receipt is changed or varied, and his attention is not directed to the changes, he is not liable for failure to perform in accordance with these changes.

On the other hand, if a person who receives a receipt signs the same indicating that he has carefully read the contents, and knows the obligations assumed, then he is bound by all clauses therein, providing these clauses are not unlawful or in violation to a United States, State or City law, and such clauses are not against public policy. For illustration, a warehouseman may enter into a contract with the owner of stored goods whereby the latter agrees to relieve the warehouseman from liability for loss of goods resulting from his negligence. A contract of this nature is void, because it is against public policy. The courts will not uphold the validity of any contract, or clause in a receipt, that is against public policy.

On the other hand, the owner of stored goods is bound by all reasonable provisions of a warehouse receipt providing he signed the receipt, or signed a contract attached to, referring to or made a part of the receipt.

Another important point of the law is that if a clause in a contract or receipt is conspicuous, or in enlarged print, or underlined, the courts are likely to hold the same effective and valid. The reason for this law is that the courts do not prefer to hold any person responsible for an obligation that he did not intend to assume. In fact many cases are on record in which the courts have held persons not obligated by contracts which they actually signed but did not read.

## Collecting Charges When Mortgage Is Unrecorded

**LEGAL EDITOR, DandW:** We accepted a load of furniture for storage, and the customer later notified us that a mortgage was on the goods. We wrote to the holder of the mortgage who refused to assume responsibility for storage charges. However, we found that the mortgage had not been recorded. Can we collect our charges?—**Whitrom Warehouse.**

**Answer:** If the warehouseman is not familiar with the fact that stored goods are mortgaged, the mortgage is not effective with respect to the warehouseman until it is properly recorded. Of course, the courts have held that a mortgage is valid although not recorded if the warehouseman knew that it existed, but since you had no knowledge of it you can collect.

In a recent case (224 N. Y. S. 71) a warehouseman accepted two mortgaged lots for storage. The mortgage on one of the lots was recorded, but on the other it was not recorded. After several months the holder of the mortgage notified the warehouseman that he intended to foreclose both of the mortgages and would not pay stor-



age charges. This court held the warehouseman entitled to recover full payment of the storage charges on the property on which the mortgage was not recorded. Also, the court held that the warehouseman was entitled to payment for storage charges on the other goods from the date the notice sent by the mortgage holder was received by the warehouseman.

In another New York case (167 N. Y. 121) the higher court held that the holder of a mortgage is not liable for payment of storage charges unless he indicated some intention to take control of the goods, or assume responsibility. Also see 152 Atl. 666; 123 N. Y. W. 191; 165 N. Y. S. 423; 51 S. W. (2d) 145.

### Flood Is Act of God

**T**HE common law liability of a common carrier is that of an insurer. In other words, it guarantees that it will safely deliver shipped goods except for an act of God, inherent danger of the goods, or the shipper's own negligence. Generally speaking, any unforeseen calamity, as a flood, is an act of God.

For example, in *Baltimore & O. R. Co. v. Johl & Bergman*, 177 So. 778, Mississippi, it was shown that a bill of lading for a shipment of shoes contained a clause which relieved the carrier from liability for loss of or damage to the shoes caused by an act of God.

The evidence showed that in the night there occurred at Brunswick, Md., an unprecedented flood, the like of which had not been known in that section since the Johnstown flood of 1889. The result was that the shipment of shoes was damaged by water which entered the car in which the shoes were being transported. In view of these circumstances the higher court refused to hold the carrier liable, and decided that a sudden and unexpected flood is an act of God. This court said:

"The evidence in this case shows that the act of God—the unprecedented flood—was the sole proximate cause of the loss."

### Public Service Commission Interprets Truck Certificate

**A** PUBLIC SERVICE COMMISSION may interpret a certificate granted by it and, unless the interpretation is discriminatory, the courts will not interfere with the decision.

For instance, in *Orscheln Bros. Truck Lines v. Public Service Commission*, 110 S. W. (2d) 364, Jefferson City, Mo., a transportation company contended that the Public Service Commission had no right to interpret or construe the

legal obligations and restrictions of a certificate of convenience issued by the Commission to the company. The Public Service Commission denied the company the right to transport freight over certain routes on the contention that when properly interpreted the certificate did not authorize the company to do so. The court upheld the commission, saying:

"It will not do to say that the Commission cannot interpret its own orders. Denial of the power of the Commission to ascribe a proper meaning to its orders would result in confusion and deprive it of power to function."

Also, in another late case (110 S. W. (2d) 367) a higher court pointed out that if the Commission refuses to issue a certificate or interprets it after its issue, the Commission's decision is final unless it is discriminatory or in violation to a state law.

### State Compensation Law Construed

**I**N many states the Workmen's Compensation Law does not provide for payment of compensation to employees who die of disease. However, in these states the state must pay compensation if an accident is connected with the cause of death.

For illustration, in *Doggett v. South Atlantic Warehouse Co.*, 194 S. E. 111, North Carolina, a truck driver, employed by a warehouse company, while at work slipped and fell some 5 or 6 ft. from a platform and broke his leg. He lay where he fell, exposed to the weather about ½ an hour and was carried into the office and stayed there about 2 hrs. Later the employee died and the legal question arose whether the employee's dependents were entitled to recover compensation under a state law which provides that no compensation shall be paid for injury or death caused by a disease in any form, except where it results naturally and unavoidably from the accident.

The physician testified that in his opinion the "accident and the exposure probably shortened the man's life," and that the "injury accelerated his death." Therefore, the higher court held the employee's dependents entitled to compensation, saying:

"In the present case we think there was sufficient competent evidence to support the finding of fact that the disease from which Doggett (employee) died resulted naturally and unavoidably from the accident."

### Employment Contract

**W**HERE a warehouseman and his employee expressly agree that service for the entire term of an employment contract shall be rendered as a condition prece-

dent to the payment of any part of the wages, the entire contract must be performed in order to enable the employee to recover the wages earned. However, where the agreement is for payment from time to time during the term, recovery can be had for the wages earned, though the employee abandons the service before the expiration of the term without cause.

For example, in *Schneider*, 136 Md. 151, it was shown that an employee had agreed to render services for a term of 5 yrs. for a salary of \$1,800 per year, or \$150 per month, payable \$30 per week, with the balance of 30 per month (\$360 per year) payable at the end of each year in stock. He served for 3 yrs., during which time the cash payments per month were paid, but none of the stock was issued. He obtained employment elsewhere, terminated his contract, and sued for the balance represented by the stock.

The court held that he plainly had breached his contract which disentitled him to any of the compensation provided in the contract except that accrued previous to the breach.

### This Month's Important Higher Court Cases

#### Care of Eggs

**R**ECENTLY, a higher court fully explained the duty of a warehouseman to preserve eggs in storage. This law is applicable to similar products.

In this case, *Miami Poultry & Egg Co.*, 172 So. 82, it was disclosed that a person delivered to a warehouseman 1,025 cases of fresh eggs to be placed in cold storage and withdrawn by him as required by the trade. Four months afterward the owner withdrew the eggs from storage and alleged that the eggs were completely worthless because of negligent storage, and other negligent acts of the warehouseman.

The owner sued the warehouseman for damages and alleged that the eggs were subjected to different degrees of temperature and that while in storage they were permitted to come in contact with fruits and vegetables stored in the same or adjacent rooms, causing them to be contaminated with malodors which they absorbed and which destroyed their sale value.

When instructing the jury, the higher court stated this important law:

"The burden is on the plaintiff (owner) to prove that the eggs were damaged in storage and that such damage was caused by the negligence of the defendant (warehouseman). Damage may be proven by specific acts of negligence or it may be shown by proving that the eggs were de-



livered to the defendant (warehouseman) for cold storage fresh and in good condition, that they were returned to the plaintiff (owner) in a spoiled or damaged condition, and that such latter condition was in no sense produced by latent or inherent defects in the eggs. Proof of this character makes out a prima facie case warranting recovery unless the defendant (warehouseman) submits proof showing that the damaged condition of the eggs was caused by no fault of his or by agencies over which he had no control and that he exercised such reasonable care as a careful and prudent owner would have exercised to forestall the damage."

### Warehouseman Liable for Fire Loss

**WAREHOUSEMEN** are required to exercise at all times "ordinary care" to prevent the destruction of stored goods by fire. What constitutes ordinary care varies with the circumstances of the case and imminence of the danger. However, it is certain that failure of a warehouseman to employ a watchman or equip the warehouse with efficient fire-fighting apparatus is strong evidence that he did not use ordinary care to safeguard stored goods.

For example, in *Exporters & Traders Warehouse Company v. Steele*, 111 S. W. (2d) 867, Waco, Texas, it was shown that a company did not employ a regular watchman and before discovered the fire had made considerable headway. When a warehouse employee attempted to use the warehouse fire emergency hose to extinguish the fire he found that it was of little avail and abandoned its use. Before the fire department arrived the warehouse and its contents were badly damaged.

In view of this testimony the higher court held the warehouse company liable for damage to stored merchandise.

### Legal Pitfalls in the Handling of Contracts

**MANY** warehousemen have false ideas and incorrect knowledge of contracts and, therefore, they are unable to determine whether a contract is enforceable.

It is important to know that a contract is completed immediately when an offer made by mail, word, or writing is accepted unconditionally either by mail or other method. In other words, an offer must be *unconditionally* accepted, or a valid contract does not exist.

Assume that a warehouseman offers to store a specified quantity of merchandise at a stipulated monthly storage charge, and the customer either verbally states or writes: "I hereby accept your offer. However, I want these goods stored on the ground floor of your No. 1 warehouse."

It is important to know that a valid contract is not completed unless the warehouseman answers: "Yes, I will store the goods on the ground floor of No. 1 warehouse."

The reason that, in the first instance, a valid contract was not completed is because the customer did not unconditionally accept the warehouseman's offer. However, when the warehouseman accepted the customer's counter proposal the "minds of the two parties met" and a valid contract was completed.

A warehouseman usually is liable on contracts made by a manager, providing the contract relates to the warehouse business. Moreover, a warehouseman is obligated on all contracts made by properly authorized employees, and all others whom the other contracting party had good reason to believe were properly authorized.

### Each Party Bound

A very important principle of the law that is firmly established is that *both* parties to a contract are bound to fulfill the *precise* terms of an agreement. The instant one party breaches any part of the contract the other party is privileged to cancel the contract and he has choice of doing either of these three things: (1) he may refuse to continue on the contract and sue the other party for damages equal to his financial loss resulting from the breach; (2) or, he may file suit and compel the other party to fulfill the exact terms of the agreement; (3) or; he may notify the other party of the latter's breach and agree to make a supplementary contract.

Obviously, no person may sue and recover a favorable verdict unless the alleged contract is valid. Therefore, it is interesting to know that the higher courts have laid down the law that a contract is valid and enforceable providing: (1) one party submitted an offer which the other party accepted in detail; (2) neither party deceived, misrepresented, or exerted unlawful influence with respect to the other party to obtain the contract; (3) both parties agreed absolutely to perform a definite act or thing; (4) both parties were of legal age and of sound mind when the contract was made; (5) both parties had proper authority to make the contract; (6) and the objects of the contract were lawful and not against public policy.

### Verbal and Written Contracts

Usually an oral contract is equally as effective and enforceable as a written one and both

kinds of contracts are governed by practically the same rules of the law. The important difference between a written and an oral contract is that the complaining parties must prove the contents of an oral contract, whereas the courts construe a written contract *strictly* in accordance with the intended meaning of the written words. Moreover, verbal promises or agreements have absolutely no effect to vary the meaning of a written contract, unless it is shown that such verbal promises were made to *fraudulently* induce the other party to enter into the contract.

As a matter of fact, many litigations have been instituted by persons who do not know that the courts will not permit the introduction of verbal testimony to vary the meaning of a valid written contract. These persons invariably lose the suit. The only circumstances under which verbal testimony may be introduced to relieve a party from fulfilling the obligations of a written contract is to prove fraud, unavoidable mistake, and the like, or to explain the meaning of ambiguous or uncertain meaning of parts of the agreement.

### Employee Injured While Driving Automobile

**ANOTHER** important point of the law is that an employee is not entitled to recover compensation unless the injury "arises out of the employment."

For illustration, in *Furman v. National*, 195 Atl. 182, an employee, who had been employed for 7 yrs. and used his employer's automobile, was driving to attend to some business for his employer when an automobile suddenly skidded out of a side road. He was startled, surprised, and angered at the sudden approach of the car. He applied the brakes to his car and began to skid. Shortly thereafter he began to experience a numbness in his right hand and arm which gradually spread through the whole right side of his body. He has been incapacitated ever since this occurrence. He applied for workmen's compensation.

However, the higher court held that the injury did not arise out of and in course of the employment, and refused to allow compensation to the injured employee. This court said:

"The commissioner held that the claimant did not sustain any accidental or traumatic injury which arose out of and in the course of his employment. While the injury obviously arose in the course of the employment, the question of fact before the commissioner was whether or not it arose out of the employment."

# MOTOR TRANSPORT

## U. S. Starts Probe of N. Y. Truckers

The Federal government invoked its anti-racketeering law for the first time in New York recently as it pressed an investigation into extortion complaints involving the city's \$100,000,000 a year trucking industry.

Under orders of Attorney General Cummings, John Harlen Amen, a special assistant attorney general who has obtained 217 convictions under the Shreman Anti-Trust Act, is directing the inquiry for which a special grand jury convened to hear evidence.

Amen's first move was to subpoena all books and records of Local 807 of the International Brotherhood of Teamsters, Chauffeurs, Stablemen and Helpers (A.F.L.), whose 10,000 members virtually dominate the trucking of general merchandise in the New York area.

The investigation stemmed from the union's demand that out-of-town truckmen turn over their vehicles to members of the New York union for all deliveries or pickups within the city.

William F. Morgan, Jr., city commissioner of markets and a witness before the grand jury, said he had received complaints from shippers that Local 807 forced them to take on local drivers at \$9.42 a day when their trucks entered the city limits—"whether they worked ten minutes or all day."

## Trucking Firms Upheld by Court in Union Rift

Justice Philip J. McCook, in what was believed to be the first opinion in a New York court based on recently enacted legislation relating to the obligation of labor unions to abide by contracts with employers, ruled in Supreme Court, April 13, that truck drivers and chauffeurs' Local 807 must submit to arbitration with the Highway Transport Assn., Inc.

The association, with a membership of 450 trucking concerns engaged in the carting of food and other commodities to New York, from all parts of the United States, instituted the action after the union had refused to arbitrate disputes growing out of demands made by the labor organization upon members of the Association.

Justice McCook's order requiring the union to agree to mediation was based on identical employment contracts entered into between the union and individual members of the association between Sept. 1, 1936, and Jan. 1, 1937. The agreements, which are effective until Sept. 1, this year, were made to avoid a threatened general strike or tie-up of all trucking facilities serving New York merchants.

Among the claims involved in the dispute which Justice McCook ordered arbitrated were assertions by the union that its members could not be shifted from one truck to another during a single day and that whether they worked 2 or 8 hrs. the men were to be paid for a full 8-hr. day. Counsel for the association told the court that its members had been restrained by the union from assigning a driver to more than one truck in one day in an endeavor to get 8 hrs. work out of him. The association's counsel charged also that, although there was no necessity for it, the union required that members of its local take over the wheel of trucks arriving at the city line from out of town, even though those trucks are driven by men belonging to other locals, and also that "switchers" be employed at unloading platforms.

In refusing to arbitrate the disputes with the association or its members, the union insisted that the differences were generalities not warranting arbitration and not specific instances of disagreements such as were provided for in the contracts. The union announced that the decision would be appealed.

## Truck Freight Volume Off 4.71 Per Cent in Feb.

The American Trucking Association, Inc., reports that freight movement by truck during February was 4.71 per cent under January and 17.84 per cent below February, 1937. The largest drop in tonnage, the association said, was reported by iron and steel haulers, with 75.39 per cent below last year.

## N. Y. Intrastate Moving To Be Regulated

Both houses of the New York Legislature have passed the Rapp-O'Brien bill regulating intrastate

trucking. This bill is an amendment of the New York state trucking. This bill is an amendment of the New York state public service law under which the Public Service Commission regulates all public utilities, buses, gas, electric and telephone companies.

The new bill vests the public service commission with authority to regulate moving and trucking and is very closely patterned after the federal Motor Carrier Act.

Almost identical provision is made in the New York law for the issuance of certificate of public convenience and necessity for all common carriers, the filing of tariffs showing rates for moving and transportation, the filing of insurance and other securities for the protection of the public. As in the federal Act there is the usual grandfather clause which provides that all carriers who were in business on Feb. 1, 1938, will be granted certificates permitting them to engage in the same type of operation, if they file applications, tariffs and meet other requirements of the law.

The bill does not give the Commission authority to regulate moving or trucking wholly within a municipality or between contiguous municipalities or within a zone adjacent to or commercially a part of any city.

## Basic Issue of Texas Truck Regulation at Stake

Right of state regulatory bodies to control the operations of that class of truckers known as special commodity carriers is at stake in a case now pending before the Third Court of Civil Appeals of Texas, in which C. B. Greer, Jr., an oilfield hauler, attacks the rules of the Commission pertaining to that class of special commodity permit holders.

If the attack upon the oil field equipment permittees should stand up in the appeals court, the same type of attack could be made against all other special commodity permittees, such as the haulers of household goods, milk, wool, etc.

In this case the Railroad Commission is in the unusual position of having for opponents in the case both the railroads and the trucking interests. The case arose out of an order of the Commission some

# RELATION

Department Conducted by

F. EUGENE SPOONER

years ago, setting up a classification for one class of commodity carriers, the oil field equipment haulers. The Commission's order specified that permittees under this classification would not be allowed to haul from wholesalers to dealers or from dealer to dealer, but their activities would be confined to hauling from dealer direct to the oil fields.

Greer, who specialized in oil field equipment, brought suit attacking the order as unfair and setting up a class which constituted a discrimination against him. Then all the rails intervened, attacking not only Greer's original permit to operate, but numerous other similar permits. Out of this mass litigation, the state has evolved this position: Such a classification by the Commission is the only method by which the Commission could restrict the trucker to the purposes set out in his permit.

For example, the brief points out, a piece of lumber might conceivably be "oil field equipment" as it could be transferred into some structure used in the oil field; but that lumber would not be oil field equipment when it was shipped from the lumber yard to the retail dealer. But if that piece of lumber were consigned from a dealer to the man constructing a wooden derrick in the oil fields, there would be no question about its use. It would be exceedingly difficult, if not impossible, to determine what is, and what is not, oil field equipment until the commodity is actually consigned to the oil fields.

## Western Trunk Line Votes Rate Rise

The Western Trunk Line Common Carriers Bureau at its meeting recently in Des Moines, Ia., reversed a previous decision and voted to participate in the horizontal increase in rates through the American Trucking Associations, Inc., master tariff. The increases will apply to all class rate tariffs now in operation in this bureau's territory.

In a large number of cases, these increases will apply to commodity tariffs—probably to 90 per cent of these rates.

## N. Y. Flour Haulers Sued to End Extra Fee

Legal action against the International Brotherhood of Chauffeurs and Teamsters, Local 132, to prevent an extra charge of 6 cents a barrel being imposed on all flour trucked from New York City rail terminals will be begun.

Approximately 5,000,000 barrels of flour are handled annually in the New York area and it is claimed that this extra charge would add \$300,000 a year to the city's bread bill. More important, however, would be the flight of business to dealers in outlying districts who are not burdened with the charge.

The extra charge was started late in March by members of the International Longshoremen's Assn. and is claimed to be not justified because of a contract existing between the teamsters' union and the Associated Flour Haulers and Warehousemen, Inc., the truck owners who do the hauling for the dealers. This contract provides that the teamsters load and unload their vehicles as part of their regular duties. The teamsters, however, are refusing to drive the trucks unless they are loaded by the union men. They state that while it is true that teamsters are required to load and unload their cargoes, they are only required to do this from the tail of the truck and not to carry loads to the truck; this labor should properly be done by union men.

## Motor Carriers in Southwest File 5-Cent Segregation Charge on Pool Cars

Success has been achieved through efforts to stabilize the pool car segregation charges in the southwest by conferences with motor carriers and motor carrier associations, with the result that many of these carriers have now filed in their I.C.C. tariffs a charge of 5 cents per 100 lbs. for this service. Recognition must be given to the Texas Motor Transportation Assn. for its splendid cooperation in this matter. Following out the policy of providing the best service and counsel to its membership, the T.M.T.A. realized that to file unreasonably low charges for this service would tend to throw the motor carrier industry off its pro-

gressive march toward bringing order out of chaos, and to materially handicap economic distribution. It, therefore, adopted a resolution urging members of the association who performed segregation service on pool cars, to file a charge for this service of 5 cents per hundredweight, or a charge commensurate with that being made by warehousemen.

The Interstate Motor Carrier Assn. has filed a rate of 5 cents per hundredweight for this segregation charge. The effort has resulted in some steamship companies filing a rate which reaches a maximum of 5 cents per hundredweight. Further effort will be made to get all steamship companies to come up to the level of those which now have this 5-cent rate.

A hearing is to be given before the rate committee of the Southwestern Motor Freight Bureau at Dallas to take up this matter, and it is confidently believed that the outcome of the hearing will be publication by the members of that organization who perform this service, of a rate of 5 cents, or a rate comparable with the warehouse rate.

This effort had a recent acceleration in the fact that any motor carrier performing this service is required to file an item in its I.C.C. tariff to that effect, and it was discovered that carriers were filing a charge of only 2½ cents per hundredweight. This charge, of course, was not remunerative, and there was a threat that if it was not increased, the rails and steamship companies would enter the field in competition and file similar rates.

Action of the motor carriers in this matter not only is a great aid to warehousing, but has a vital stabilizing effect on the entire field of distribution, and will be of great help in putting distribution on an economic basis.

## I.C.C. Denies Trucking Petition

The Interstate Commerce Commission has denied a petition by the American Trucking Assn. for reconsideration of its decision in a test case involving Scott Bros., Inc., New York.

The commission held in a recent decision that a trucking company performing pick-up and delivery service under an exclusive contract with a railroad, and not engaged in other trucking activities, was to be regulated under Part I of the Interstate Commerce Act, and not under Part II, known as the Motor Carrier Act. In this divided deci-



sion the commission reversed the findings of its Div. 5, which held that the operations of Scott Bros., engaged in pick-up and delivery service exclusively for the Pennsylvania and Long Island railroads in the New York metropolitan area, was a contract carrier, subject to the Motor Carrier Act or Part II of the Interstate Commerce Act.

### **Motor Freight Rates to be Investigated by I.C.C.**

The Interstate Commerce Commission has ordered an investigation of motor vehicle freight rates in all of New England and parts of New York and New Jersey.

The investigation was instituted on the commission's own motion to determine the "lawfulness" of maximum and minimum rates and charges, and rules and regulations applied by the industry in that territory. It includes a considerable area of eastern New Jersey, involving New York City, Long Island, Westchester, Putnam, Dutchess and a portion of Columbia counties, and a strip of New York State running along the eastern boundary northward from Albany.

### **Seek Removal of Iron & Steel Truck Rate Increases**

Short notice permission from the I.C.C. to remove the 10 per cent increase on iron and steel published by the Central States Motor Freight Bureau, Inc., in its commodity tariffs will be sought by the standing rate committee for those members who desire it.

A number of bureau members have maintained their own individual iron and steel tariffs due to the fact that the bureau did not have a special iron and steel tariff.

### **A.T.A. Moves Offices**

The American Trucking Associations, Inc., and the Household Goods Carriers Bureau have moved from the Investment Building to 1013 16th St., N. W., Washington, D. C., a residence leased from the executors of the estate of the late Senator Couzens, of Michigan.

### **Interstate Movers Tariff Bureau, N. Y., Moves**

The Interstate Movers Tariff Bureau, Inc., New York City, has moved to 1776 Broadway, corner of West 57th St.

### **Okl. Truck Insurance Survey for Lower Rates**

The Oklahoma State Insurance Board has ordered a 3-yr. survey by underwriters following a request by the Associated Motor Carriers for a reduction in long-haul trucking rates.

Motor Carriers representatives told the board that hidden liabilities have caused inequities. Under the present schedules, they said, the owner of 20 trucks may have complete coverage although he has insured only one of the trucks.

The companies were ordered to report to the board on premiums collected, losses incurred and payments for 1935, 1936 and 1937.

A hearing will be held when the survey is completed, Jess Read, board president, said.

### **Pa. Pick-Up and Delivery Held Illegal**

Criticizing the I.C.C.'s decision in the Scott Brothers pick-up and delivery case, the Pennsylvania Public Utility Commission has ordered the Railway Express Agency, Inc., to discontinue intrastate collection and delivery service until it secures authority for such service from the state body.

The Express Agency's state certificate authorizing it to "engage in, conduct, and to carry on the express transportation business" in Pennsylvania, the Commission ruled, did not include authority to perform pick-up and delivery service.

### **Wheeler Motor Carrier Act Amendment Opposed**

ORGANIZED trucking interests have joined forces at Washington, D. C., to combat a proposal in the Senate to amend the Motor Carrier Act by giving the Interstate Commerce Commission discretionary power to suspend operating licenses without benefit of hearing.

This amendment and others are sponsored by the I.C.C. and are embodied in a bill of which Senator Burton K. Wheeler, of Montana, is the author.

Chief among organizations opposing the suspension amendment at hearings before the Senate Interstate Commerce Committee were the American Trucking Associations, Inc., the National Industrial Traffic League, and the National Association of Motor Bus Owners.

The government's side of the picture was presented by Interstate Commerce Commissioner Joseph B. Eastman, who urged passage of the Wheeler bill at this session, declaring the changes recommended would enable the commission to expedite administration of the Act. He told the committee the commission preferred consideration of the proposals separately in order that they would receive prompter treatment by Congress.

The American Trucking Associations' general counsel, J. Ninian Beall, told the committee that it

would be grossly unfair to deprive a carrier of operating rights without adequate hearing, contending that a carrier might be operating in 10 states and able to comply to insurance requirements in only nine. He declared it would be unfair to suspend the entire certificate because of a condition which might prevail in only one state. The power to suspend, without a hearing, because of difficulty over insurance requirements places the carrier at the mercy of insurance companies which are monopolistic in many states, he said.

L. F. Orr, representing the National Industrial Traffic League, opposed the amendment on the ground that it would violate the "due process clause" of the Constitution, while Ivan Bowen, appearing for the bus owners, contended that to give the I.C.C. arbitrary power to suspend carrier's rights would spell death for certain truckers.

The question of where a state's authority over motor carriers ceases, and where the federal government jurisdiction begins, was injected into the proceedings by John E. Benton, general counsel for the National Association of Railroad and Utilities Commissioners, who proposed exemption from the act for all carriers operating wholly within a state, regardless of whether they handled interstate commerce. Offered as an amendment, his proposal drew widespread opposition.

In connection with the Commission's proposal to grant temporary emergency authority to carriers when necessary, the ATA spokesman asked that such temporary grants be confined to existing carriers. Limitation of temporary authority to existing carriers was argued on the grounds that records of the Commission would disclose the fitness for granting further authority.

During the course of the hearing a written statement of Representative Brown of New Hampshire, proposing an amendment designed to assist persons depending on wood-lot products for a livelihood, was read into the record. In many cases, the Senator outlined, such persons do not have trucks of their own and are unable to avail themselves to the use of a "friend's" truck unless the party has I.C.C. authority.

His amendment would exempt from the act all unmanufactured products obtained by cultivation and tillage of soil, dairying, forestry, horticulture or market gardening, all unmanufactured products obtained as a result of raising livestock, bees, poultry, fruits and vegetables, nursery products, and naval stores as defined in the naval stores act.



# IN THE COLD STORAGE FIELD

## 79 Per Cent Sales Increase by Birdseye in 1937

In its 1937 report, General Foods Corp., New York City, states that sales of Birdseye frosted foods had made a gain of 79 per cent during that year. Over 2800 stores are now selling frosted foods of the Birdseye brand. The company plans to spend \$6,500,000 in 1938 for a new plant and research laboratory for the New York area, the erection of a fish freezing and quick freezing plant and the acquisition of quick freezing machines.

## Pineapple Frozen 5 Hrs. After Picking

According to the plans of the Vicana Foods S. A., Havana, Cuba, the plant now under construction will handle 5000 lbs. of freshly picked pineapple per day, slicing it, Z-Pack freezing it, and then packaging same in cylindrical cellophane-lined waxed cartons.

This is said to be the first application of the spray-syrup process to the pineapple industry. The fruit is cut, gathered in baskets, transported from field to main road by ox-cart, then to the plant by motor truck and there frozen within an average of 4 to 5 hrs.

## Stokely, Indianapolis, Takes on Honor Brand

Stokely Brothers & Co., Inc., Indianapolis, has become the chief supplier of frosted foods and vegetables marketed under the trade name of Honor Brand. Stokely will put six quick-freezing plants into operation in as many growing areas. The company operates 34 plants throughout the United States and will set up other quick-freezing plants as soon as needed.

## Cold Storage Lockers

The freezing of perishable farm products and holding them for use in cold storage lockers has increased within a short time so fast that now there are already more than 2,000 commercial cold storages which rent more than 1,000,000 lockers to farmers.

In the Pacific Northwest and in certain midwestern States the use of these lockers is becoming very common. For instance, in Walla Walla, Wash., where the population is 16,000, there are 1400 lockers.

## To Organize Internat'l Z Pack Co. Antwerp and London

M. T. Zarotschenzeff, inventor of the Z process of quick-freezing, upon invitation of European food producers, plans to organize International Z Pack Co., with headquarters in Antwerp, Belgium. He also intends to participate in the organization of a frozen food production and distribution company with headquarters in London, which will serve primarily the needs of the British Empire.

## Quick Freezing Expansion in Virginia

Demand for fruits and vegetables processed by the freezing method has grown to such an extent that a Winchester, Va., concern has begun erection of an additional three-story fireproof building, to be completed and in operation in time to handle the coming cherry crop. Peaches, apples, blueberries and strawberries also will be processed. A Cincinnati company

opened a plant in Winchester several years ago and last season the output had increased to 150,000 tons.

The B. Wilson Company, Ltd., Victoria, B. C., has installed 480 cold storage separate compartments or lockers for renting out to the public for keeping game, fruits and vegetables, meats, poultry, or any other perishable food. Provision has been made for a temperature of 20 below for quick freezing purposes.

## Zero-Pack in Winchester, Va.

Zero-Pack Co., 34 West 2nd St., Cincinnati, frozen food products, has leased a three-story and basement building at Winchester, Va., to be erected by the C. L. Robinson Ice & Cold Storage Co., Winchester, for a new plant for processing and packing. The cost with equipment is expected to be \$50,000.

## Frozen Foods Storage at Crawfordsville, Ind.

The newest industry for Crawfordsville, Ind., is the Crawfordsville Frozen Foods Storage Co., Inc., which has been incorporated by Dr. L. H. Davis and associates with a capital stock of \$50,000.

The plant will be located on the corner of Pike and Walnut Sts. in the old Bob Davis building. The present building will be thoroughly rebuilt and insulated. Lockers and provisions for bulk storage are being planned.

## Gulf Sorting Charges Ruled Out

Gulf intercoastal carriers must not assess sorting charges on shipments of canned goods or other specified commodities from the Pacific Coast to Gulf ports, the United States Maritime commission has ordered. The ruling applies against rules published by the Luckenbach Gulf Steamship company, the Gulf Pacific line and the Gulf Pacific Mail Line, Ltd., which would have charged for marking and sorting such goods at a rate of from 1 to 5 cents per 100 lbs.

The commission ruled, however, that such charges may be made when requested by shippers. In such instances they will be applied against the entire billed weight of the shipment in addition to the transportation rate. The commission ruled that some sorting charge was necessary but it should be included in published rates.

## Paper Tariff Cuts

THE paper industry is opposing at Washington hearings further tariff concessions to Canada, contending that any reduction in duties would benefit other competing countries more than the British Dominion. The American paper industry has shifted to production of higher grades of paper and because of this it fears that the Canadian mills may shift to production of better paper and that Scandinavian competition may occur, as well. In 1937 the value of Canadian pulpwood, woodpulp and newsprint paper sold in the United States duty free under the reciprocal agreement of 1911 amounted to \$172,000,000. This furnished more than one-third of the funds necessary to pay for all Canadian purchases of all commodities from the United States in that year.

Steady migration of newsprint production to Canada in the last 25 yrs. is responsible for the changeover by the American mills from newsprint to higher grades.

# Shippers' Supplies and Equipment



## WHERE TO BUY

### BODIES (Van)

Gerstenslager Co.; Wooster, Ohio.

### CASTERS (Truck)

Bausiek Co.; 38 Austin St., Bridgeport, Conn.

(See advertisement elsewhere in this issue.)

Fairbanks Co.; 398 Lafayette St., New York, N. Y.

(See advertisement elsewhere in this issue.)

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.

(See advertisement elsewhere in this issue.)

Service Caster & Truck Co., 517 No. Brownwood Ave., Albion

Mich.

(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.

(See advertisement elsewhere in this issue.)

### CLEANERS (Rugs & Upholstery)

Research, Inc., 4398 Broadway, New York City.

(See advertisement elsewhere in this issue.)

### CORDAGE

J. E. Fricke Co., 40 North Front St., Philadelphia, Pa. (Flat)

(See advertisement elsewhere in this issue.)

BODY  
BUILDERS  
FOR  
THE  
NATION



The ever increasing demand for Gerstenslager-built bodies has established them as the No. 1 favorite on your hit parade with careful buyers for many years.

Consider their many fine points and advantages they offer—their superior construction, added strength, light weight, long life and modern appearance.

Your inquiry regarding any type of closed body will receive prompt attention. No obligation.

**The GERSTENSLAGER Co.**

Established 1860

WOOSTER,

OHIO



## Bassick

### TRUCK CASTERS

## Giants OR PYGMIES

There are sizes and types of Bassick Casters for every requirement. Write for catalog No. 120.

**THE BASSICK COMPANY**  
Bridgeport Connecticut

### COVERS (Piano)

Canvas Specialty Co., Inc.; 90 Grand St., New York, N. Y.  
(See advertisement elsewhere in this issue.)

Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.  
(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co.; 80-86 Franklin St., New Haven, Conn.  
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co.; Findlay, Ohio.  
(See advertisement elsewhere in this issue.)

### COVERS (Truck) (Tarpaulins)

Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.  
(See advertisement elsewhere in this issue.)

## NEW PRODUCTS

### Barrel and Keg Stapler

BY a special patented cam action, the new Campbell-Burgess stapler drives nail-pointed staples completely through the hoop and stave directly into keg or barrel head with one easy, downward motion of the lever handle. It is so



designed mechanically that it can be quickly and easily removed from one stapling position to another. It has completely replaced the hand nailing method wherever it has been  
(Concluded on page 40)



## BULL DOG BLUE STREAK FLAT CORDAGE

**STRONG**—made in two weights—regular and double-thick for extra heavy work. Both wear indefinitely.  
**SOFT**—closely woven extra soft strands prevent scratching, burning or stretching.

**FLEXIBLE**—ties and unties easily, yet holds a firm grip.

Stays Flat—cannot curl—2 inches wide.  
Write today for prices and samples of both weights.

**THE J. E. FRICKE CO.**  
40 N. Front St., Philadelphia, Pa.  
Mills at Hulmeville, Pa.

## The Cleaning Moth Proofer

### Here's Real Moth Protection

Des-Tex, for fabrics, is a moth destroyer, dry rot extirpator and deodorizer. It should and will be used by all Household Goods Warehousemen to replace their present methods of cleaning and de-mothing upholstery, draperies, rugs, because it accomplishes in one operation what requires two different operations with other methods.

**PREVENTS DRY ROT and FUNGUS ATTACK also  
GERM LIFE DEODORIZES CLEANS**

A safe formula that successfully combats dangerous textile erosions.  
Kills moth larvae and prevents future attack.

**RESEARCH INCORPORATED** 4396 BROADWAY  
N. Y. CITY

### DOLLIES

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio  
(See advertisement elsewhere in this issue.)

Service Caster & Truck Co., 517 No. Brownwood Ave., Albion, Mich.  
(See advertisement elsewhere in this issue.)

### ENGRAVING

The John B. Wiggins Co., 1110 Fullerton Ave., Chicago, Ill.  
(See advertisement elsewhere in this issue.)

### FANS (Industrial Ventilation)

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.  
(See advertisement elsewhere in this issue.)

## Pennies from heaven!

They will surely fall if you give the sales crew really high-class business cards and cover your field intensively.

Too expensive? No! You can operate at far less by using Wiggins Vellotype. For this is neither a take-off nor an imitation. It is a process in itself on which you can depend to give an impression of the highest, at a cost which can often be charged as petty expense.

Write, and let us show you how others are doing it. Send us your business card, and balance its quality and cost with Vellotype.

A product of  
THE JOHN B. WIGGINS COMPANY  
1110 Fullerton Avenue, Chicago  
Established in 1837

## WIGGINS VELLOTYPE PROCESS BUSINESS CARDS



### IRON HORSE

**Diagonal Square Stitch Adds Strength!**

● Longer Wear — Greater Strength...at NO EXTRA COST.  
● Cut sizes—36 x 72, 54 x 72, 72 x 72, 80 x 72.

**VAN LININGS  
GRAND  
COVERS  
TIE TAPE**

**Furniture Pads**

Write for Samples!  
CANVAS SPECIALTY CO., Inc.  
90 Grand Street, New York City  
Phone: Canal 6-5558  
"Twenty-two years of Honest Service"



## Fulco quilt-edge

give better protection—last longer. Fulco is a quality pad, made with our special non-lump filler firmly quilted. The Fulco Gilt-Edge webbing at the ends adds materially to the life of the pad. Shuredry Tarpaulins are standard weather protection equipment for trucks. We are also suppliers of Refrigerator Covers, Radio Covers, Wiping Cloths, Burlap and Wrapping Twine.

Write today for illustrated price list and samples.

**FURNITURE PADS and TARPAULINS**

## Fulton Bag & Cotton Mills

Manufacturers Since 1870

ATLANTA ST. LOUIS DALLAS  
MINNEAPOLIS NEW YORK NEW ORLEANS KANSAS CITY, KAN.

## REPUTATION AND PROFITS PROTECTED WITH PIONEER PADS

Good reputations are built and maintained by using care in moving. Take every precaution by using long wearing PIONEER furniture and van pads. Write for list of types and prices. Assorted sizes are available for all moving purposes.

Made of new cotton and jute . . . covered with heavy drill . . . zig-zag stitched to prevent slipping and packing.

### LOUISVILLE BEDDING COMPANY, INC.

Preston and Market Sts., Louisville, Kentucky



## FURNITURE TIE

J. E. Fricke Co., 40 North Front St., Philadelphia, Pa.  
(See advertisement elsewhere in this issue.)

## INSECTICIDES

Research, Inc., 4396 Broadway, New York City.  
(See advertisement elsewhere in this issue.)

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.  
(See advertisement elsewhere in this issue.)

## NAPHTHALENE FLAKES

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.  
(See advertisement elsewhere in this issue.)

## PADS (Canvas Loading)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.  
Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.  
Louisville Bedding Co.; Preston & Market Sts., Louisville, Ky.  
New Haven Quilt & Pad Co.; 80-86 Franklin St., New Haven, Conn.  
(See advertisement elsewhere in this issue.)

## PADS (Kersey)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.  
Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.  
Louisville Bedding Co., Preston & Market Sts., Louisville, Ky.  
New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.  
(See advertisement elsewhere in this issue.)

## PAPER (Moth Proofing)

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.  
(See advertisement elsewhere in this issue.)

## PAPER (Tar)

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.  
(See advertisement elsewhere in this issue.)

## PIANO DERRICKS AND TRUCKS

Fairbanks Co., 398 Lafayette St., New York, N. Y.  
(See advertisement elsewhere in this issue.)  
Self-Lifting Piano Truck Co., Findlay, Ohio.  
(See advertisement elsewhere in this issue.)

## PLATFORMS (Lift Truck)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.  
(See advertisement elsewhere in this issue.)

## SPRINKLERS (Automatic)

Grinnell Company, Inc., Providence, Rhode Island.  
(See advertisement elsewhere in this issue.)



**DREADNAUGHT CROSS-STITCHED UNI-WELT  
FURNITURE PADS**



72x80 cut size at \$21.00 Dz.  
72x72 cut size at \$20.00 Dz.  
54x72 cut size at \$16.50 Dz.  
36x72 cut size at \$11.50 Dz.

Radio & Refrigerator Covers

Piano  
Covers

Kersey  
Pads



**NEW HAVEN QUILT & PAD CO.**  
80-86 Franklin St., New Haven, Conn.  
AMERICA'S LARGEST PAD MANUFACTURER SINCE 1911

**TIRES (Industrial Truck)**

General Tire & Rubber Co., E. Market St., Akron, Ohio.  
Goodrich Rubber Co., B. F.; Akron, Ohio.  
(See advertisement elsewhere in this issue.)  
Goodyear Tire & Rubber Co., 7144 E. Market St., Akron, Ohio.

**TIRES (Motor Truck)**

General Tire & Rubber Co., E. Market St., Akron, Ohio.  
Goodrich Rubber Co., B. F.; Akron, Ohio.  
(See advertisement elsewhere in this issue.)  
Goodyear Tire & Rubber Co., 7144 E. Market St., Akron, Ohio.

**TRAILERS (Motor Truck)**

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.  
(See advertisement elsewhere in this issue.)  
General Motors Corp., Pontiac, Mich.

**TRUCK BODIES (Refrigerated)**

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.  
(See advertisement elsewhere in this issue.)  
International Harvester Co. of Am., 180 No. Michigan Ave.,  
Chicago, Ill.  
(See advertisement elsewhere in this issue.)

**TRUCKS (Drum)**

The Colson Corp., Elyria, Ohio.  
(See advertisement elsewhere in this issue.)

**TRUCKS (Hand)**

Fairbanks Co., 398 Lafayette St., New York, N. Y. (Lift, platform and stevedore)  
Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.  
International Engineering, Inc., 1145 Bolander Ave., Dayton,  
Ohio.  
(See advertisement elsewhere in this issue.)

**KNOCKS MOTHS**  
*Cold!*

Use any tight space in your warehouse and  
liberal quantities of . . .

**WHITE TAR NAPHTHALENE  
BALLS or FLAKES**

available in boxes, cartons, barrels.

Write for Prices Today!



**THE WHITE TAR COMPANY  
OF NEW JERSEY, INC.**

(A Subsidiary of Koppers Co.)

Belleville Turnpike

Kearny, N. J.

**FAIRBANKS HAND  
TRUCKS**

Made in types for practically every  
purpose. Every part subject to ex-  
cessive wear can be renewed easily  
and inexpensively. Backed by more  
than half a century of experience.

Write for Catalog No. 955.

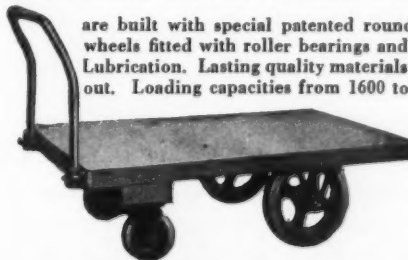
**THE FAIRBANKS COMPANY**

398 Lafayette St., New York, N. Y.

Distributors in Principal Cities



**HAMILTON STEEL TRUCKS**



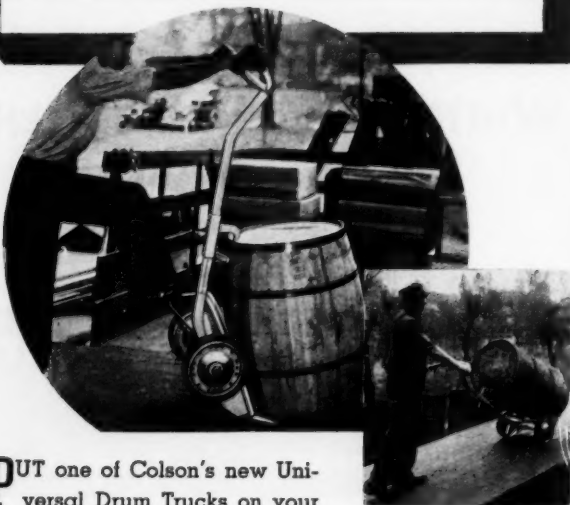
are built with special patented round corners, the  
wheels fitted with roller bearings and with Alemite  
Lubrication. Lasting quality materials used through-  
out. Loading capacities from 1600 to 3200 pounds.

Let us  
quote our  
prices.

**The HAMILTON CASTER & MFG. CO.**  
Dept. D. HAMILTON, OHIO

## HERE'S YOUR ANSWER

*for safe, easy handling of  
Barrels and Drums with*  
**LESS WORK, LESS WEAR, MORE SPEED**



**P**UT one of Colson's new Universal Drum Trucks on your shipping platform or in your warehouse and watch every trucker go for the Colson first.

Here's a truck that provides the fastest, safest means of handling any barrel or drum. No lifting is required, either in loading or unloading. The operator only maintains balance and pushes the truck. All the load is carried over the wheels.

Rugged, all steel welded construction gives you a truck able to stand up under hard, continuous use. Wheels are ball bearing, either steel or rubber tired. The hook can be instantly adjusted and set for barrels or drums from 24 to 40 inches in height. Handles are shaped to protect the operator at all times. Write for complete specifications.

### Investigate the Colson Lift Jack, too

Another Colson materials handling system that will cut handling costs and make work easier is the Colson Lift Jack with Colson two-wheeled platforms. Introduced just a short time ago, hundreds of these jacks and platforms are in use, turning dead storage space into live load. You can start a Colson Lift Jack system with one jack and several platforms for as little as \$150.00. Ask us to send you the booklet, "Colson System of Material Handling."

**THE COLSON CORPORATION**  
3701 Cedar Street ★ Elyria, Ohio

## TRUCKS (Hand) Continued

Self-Lifting Piano Truck Co., Findlay, Ohio. (Special place)  
(See advertisement elsewhere in this issue.)  
Service Caster & Truck Co., 517 No. Brownwood Ave., Albion, Mich.  
Standard Pressed Steel Co., Box 560, Jenkintown, Pa. (Place)  
(See advertisement elsewhere in this issue.)

## SERVES YOU RIGHT

● A Service Push E-Z Truck will do more jobs around a warehouse for more years, with less stalling, less effort to push, and less time out for disability than any man on the payroll, or truck on the floor. The reason: Service Casters and Service chassis design. Write for catalog.

## SERVICE TRUCKS AND CASTERS



**FULL BEARING**  
Frictionless action  
results from double  
ball-bearing top-  
plates and Hyatt  
bearing wheels.

**SERVICE CASTER  
& TRUCK CO.**  
517 N. Brownwood  
Albion, Michigan  
Eastern Factory:  
432 Somerville Ave.  
Somerville, Mass.

## TRUCKS (Jack)

The Colson Corp., Elyria, Ohio.

(Concluded from page 37)

demonstrated because it is faster, easier and more economical. It permits heads and hoops to be re-used or re-sold; it protects contents from splinters and dropped nails, and eliminates injuries at both receiving and shipping ends.

The two points of one staple, when driven in, have more than twice the holding strength of nails at that point. When barrels or kegs, stapled with this machine, are received by consignee, a screw driver inserted under staple head removes it quickly and cleanly, and hoop and head are again as good as new. The magazine holds 100 staples. The fewer staples per keg or barrel makes a great reduction in both fastening material and labor. The machine will drive staples through wood or steel hoops, and will work on any size barrel or keg. Can be operated by anyone, and requires no adjustments for different size kegs or barrels. Made by The Burgess Company Inc., Beaver Falls, Pa. DandW.

## Glycerine-Litharge Cement for Bodies & Fenders

**S**TRONG permanent repairs can be made at short notice. The ingredients of glycerine-litharge cements are kept at hand. Not only is this mixture good for filling in depressions in metal tanks, in auto and truck bodies, but for fenders and similar sheet metal objects to even off the indented places. The cement takes a good finish and paint adheres well.

A general method for preparing the cement consists of mixing six parts of pure glycerine with one to three parts of water and sufficient litharge (lead oxide) to form a paste of the desired thickness. If preferred, the water may be omitted. Mix the cement just prior to use, since it sets rapidly, within an hour or so.

A more specific formula for making a cubic foot of the cement requires the combining of 23 lbs. of litharge and 5.3 lbs. of 90 per cent pure glycerine. Addition of about 10 per cent of such materials as iron oxide, Fuller's earth or silica will delay the setting time somewhat, without affecting the final hardness or strength.

These glycerine-litharge compounds are unique in their ability to withstand the action of most corrosive solutions and dilute acids. These cements, too, are highly resistant to moisture and heat and stand temperatures of 200 deg. C. or more.



**They're  
RIGID**

Fig. 769  
Pat. App. for

**Choose the Trucks that  
give Longer Wear . . .**

**Specify "HALLOWELL"  
STEEL TRUCKS**



Fig. 766  
2-Wooden Stakes

Fig. 753  
4-Wooden Stakes

Fig. 762  
2-Pipe Stakes

Fig. 751  
4-Pipe Stakes

Make every part as strong as all the rest . . . that's always been the formula for adding years to the life of any type of equipment. It's what we try to do when we make "Hallowell" Steel Trucks, and from the enthusiastic reports we are continually receiving from our customers, we've come pretty near to succeeding 100%. We've made the platform of a single piece of smooth, heavy steel plate so it can take the bangs and jars of heavy loads without splintering. The joints we've welded, so you know how strong they are. And the wheels . . . we're mighty proud of the wheels we put on "Hallowell" Trucks. It took a lot of studying and testing to make them so they would roll smoothly and easily and wouldn't wear unevenly . . . but the results certainly justified our trouble.

You should send for our bulletin that tells all about the many styles of "Hallowell" Steel Trucks.

**STANDARD PRESSED STEEL CO.**

BRANCHES

JENKINTOWN, PENNA.

BRANCHES

BOSTON

DETROIT

INDIANAPOLIS

Box 560

CHICAGO

ST. LOUIS

SAN FRANCISCO

## CARRY-ALL

**Safer — Faster — Easier**

Handles any type or size household refrigerators, stoves, safes, filing cabinets, etc. All trucks padded.

The only refrigerator truck that rolls on steps with revolving skid belts. Will not damage finish, pads, brass edges.

Four Models. Prices from \$16.00 to \$32.00.

Model B, shown with adjustable lift 3"x7". Can be obtained with Stationary lift 3"x24".

Send for Circular.

**GEORGE F. GIMMISON, Mfg.**

6 Dayton Ave.

Dayton, Ohio

\$20.00



## TRUCKS

**Refrigerator—Platform  
and Trailer**

Deliver your Refrigerators  
on Rubber

Type x—\$21.00

Type y— 22.50

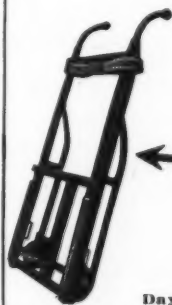
Ask for  
Catalogue



**International Engineering Inc.**

Dayton, Ohio

15 Park Row, N. Y.



### TRUCKS (Refrigerator)

Gimmison Mfg., George F., 6 Dayton Ave., Dayton, Ohio.  
International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.

Self-Lifting Piano Truck Co.; Findlay, Ohio.

### WHEELS (Industrial Truck)

Fairbanks Co., 398 Lafayette St., New York, N. Y.  
(See advertisement elsewhere in this issue.)

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.

### New Type Truck Caster

A new type truck caster, for which improved ease of swiveling and reduced wear are claimed, has recently been brought out. As described in a special supplement to the manufacturer's current Caster Catalog, the ball races in the new 36-A produce a "turn on a dime" caster. Made by Bond Foundry & Machine Co., Manheim, Lancaster Co., Pa. DandW.

*handle refrigerators with* **LESS LABOR**

The Balance Refrigerator Truck lifts and carries the load, makes loading and handling on stairs easy work. Wheels in handle make ramp unnecessary. X-70 Refrigerator Truck, heavy duty model, fits all cabinets, with or without legs or in the crate. The right truck for your work will save you much time and heavy lifting. Write for data and prices.

**SELF LIFTING PIANO TRUCK COMPANY**  
FINDLAY, OHIO

---

## What Warehousing Affords the Shipper

---

- 1—Freight can be saved in substantial sums, if shipments are being made LCL from factory, or if a distant warehouse is used.
- 2—Nearness of stocks encourages customers to buy. Manufacturers who force their trade to wait for a week or two lose orders to those who have a convenient supply close at hand.
- 3—Sometimes storage space is scarce at the plant, and stocks can be scattered at strategic spots throughout the country. Often this is cheaper than building or using valuable factory space.
- 4—In the event of fires or strikes at home, stocks in warehouses close to the market make it possible to serve customers without interruption.
- 5—Fire insurance is almost always less in a warehouse than in the factory.
- 6—A uniform manufacturing operation can be carried on throughout the year, on seasonal goods, and stored in warehouses for the sales period. This reduces cost of manufacture as overhead and expense are constant.
- 7—Warehousing is better than consigned stocks because one stock will serve many jobbers, full control of merchandise is always had and no information is disclosed where it should not be.
- 8—Warehouse receipts can be used for financing. This is considered excellent collateral by banks and these assets are separately considered.
- 9—Often goods are damaged in transit. The warehouse carefully checks each incoming lot and includes carrier's inspection report with receipt for claim purposes. The goods always reach the customer in good condition.
- 10—Local traffic matters are studied and freight shipments given best routing. Ordinarily, it is difficult for the most efficient traffic department to know all changes in distant parts of the country.
- 11—The warehouseman will keep you informed of local tax, legislative and labor conditions, which mean real money to the manufacturer.
- 12—Bonded warehouses for *every* purpose are available, and useful.
- 13—Public warehousing is a tool of commerce that is as beneficial to business as Dun and Bradstreet, transportation agencies, insurance companies, banks and advertising organizations.

R. A. Paulson

---



**BIRMINGHAM, ALA.**

1880 — 1938

**HARRIS** Over 55 Years of Service

**Transfer & Warehouse Co.**

8 South 13th St., Birmingham

— FIREPROOF WAREHOUSES —

Merchandise and Household Goods

- STORAGE • DISTRIBUTION
- CARTAGE • FORWARDING

Pool Cars Handled

**MOBILE, ALA.**

**Merchants Transfer Company**

HEAVY HAULING—STORAGE

Pool Cars and General Merchandise—Bonded

Authorized Transfer Agents

A.T.&N., G.M.&N., L.&N., M.O. & Southern Railroads, Pan Atlantic S/S Corp.

**MONTGOMERY, ALA.**

**Alabama Transfer & Warehouse Co.**

500 Block North Perry St.

BONDED — FIREPROOF — WAREHOUSE STORAGE & DISTRIBUTION

Members N.F.W.A. — A.W.A. — So.W.A. — A.C.W. — A.V.L.

**BIRMINGHAM, ALA.**

Member

**STRICKLAND**

Transfer & Warehouse Co.

1700-1702 2nd Ave. So.

General Merchandise Storage and Distribution

Pool Car Service a Specialty—Motor Truck Service

Centrally Located—Free Switching from All R.Rs.

**MONTGOMERY, ALA.**

**MOELLER TRANSFER & STORAGE CO.**

210-220 COOSA STREET

Merchandise and Household Goods

Low Insurance Rate Bonded Pool Car Distribution

Trucking Service

Members: A.W.A., N.F.W.A., So. W.A.

**BIRMINGHAM, ALA.**

Member

**WITTICHEN**

Transfer & Warehouse Co.

Fireproof Warehouse

Household Goods and Merchandise

Agents: Aero Mayflower Transit Company

**TUCSON, ARIZONA**

**Tucson Warehouse & Transfer Co.**

POOL CAR DISTRIBUTORS

FIREPROOF STORAGE

110 East Sixth Street Tucson, Arizona

### Atlanta Service Warehouse in New Quarters

Due to the need for larger quarters, the Atlanta Service Warehouse, Atlanta, Ga., moved on Feb. 21 its warehouse operations and office to a new fireproof building at 376 Nelson St., S.W.

The new building has a railroad siding on the Southern Railway with loading and unloading platforms for trucks at both ends of the siding. In addition it has an enclosed truck loading platform within the warehouse to accommodate three trucks.

The insurance rate has been materially reduced, due to the fireproof construction of the building which is made of steel and concrete. Branch office and show-room facilities have been made available for distributors or brokers who need all of their operation under one roof.

### Ga. Ruling May Permit \$1,000,000 Warehouse

A Georgia supreme court ruling handed down March 8 holds the N.C. & St.L. RR. has the right to lease air rights over its railroad. This ruling is expected to permit the railroad to lease the rights for the construction of a \$1,000,000 cold storage warehouse on the site of the old depot at Central Ave., Atlanta, according to Governor Rivers. The legislature at its special session a month before had refused to consent to the Dixie Terminal Co. constructing the building.

### C. P. R. Equipment Order

The Canadian Pacific Railway Co. recently ordered 2,800 new freight cars and 35 engines.

**FORT SMITH, ARK.**

W. J. ECHOLS, President

MONT'S. ECHOLS, Vice-President

J. MONTAGUE WILLIAMS, Sec'y-Treas.-Manager

**ARKANSAS WAREHOUSE COMPANY**

General Merchandise Storage. Forwarding.

Pool Car Distribution.

55,000 Square Feet Floor Space.

Modern Fire Proof Building. Sprinkler Equipped.

Lowest Insurance Rate.

On St. Louis, San Francisco Railroad Reciprocal Switching.

**LITTLE ROCK, ARK.**

**Commercial Warehouse Co.**

801-7 East Markham Street


A Complete Branch House Service

Fireproof Sprinklered • • Low Insurance

Private Railroad Siding • • Quick Service

**LITTLE ROCK, ARK.**

Arkansas' Largest Warehouse Merchandise—Household Storage



**TERMINAL WAREHOUSE CO.**

LITTLE ROCK ARKANSAS

Member American Warehousemen's Association

American Chain of Warehouses.

Agent for Allied Van Lines, Inc.

Absolutely Fireproof

Low Insurance Rates

Pool Car Distribution

Compartmented for household Goods

For the convenience of shippers, this section is arranged geographically

## HOLLYWOOD, CAL.

Personal Service

**HOLLYWOOD STORAGE COMPANY**  
1025 N. HIGHLAND AVENUE

(Merchandise division Bekins Van &amp; Storage Company)

**MERCHANDISE STORAGE AND DISTRIBUTION**

Only warehouse outside Los Angeles industrial district with spur track . . . Low insurance . . . Modern, 14-story reinforced concrete building. Customs bonded warehouse No. 13. Internal revenue bonded warehouse No. 47.  
BILL ELLIOTT, Manager

## LONG BEACH, CAL.

STORAGE-TRUCKING  
DISTRIBUTION  
FREIGHT-MACHINERY  
TRUCK CRANES  
RIGGING



457 GOLDEN AVE. - P.O. BOX 237

## LOS ANGELES, CAL.



The newest and most modern storage building in the West.

Our central location and unexcelled facilities make us the logical warehouse for distributing Household Goods for

Los Angeles, Hollywood, Beverly Hills, West Los Angeles, and Westwood Hills.

"Our policies are reciprocity and prompt remittances."

"The Most Beautiful Depository in the World"

American Storage Co.

3634 Beverly Boulevard



## LOS ANGELES, CAL.

Nine  
Metropolitan  
Locations

OPERATING WAREHOUSES  
IN PRINCIPAL CITIES OF CALIFORNIA

**BEKINS**  
VAN & STORAGE CO.

1335 S. Figueroa St.  
HERB HOLT, Mgr.

## LOS ANGELES, CAL.

AN "ASSOCIATED WAREHOUSE"

**DAVIES WAREHOUSE COMPANY**

GENERAL OFFICES: 164 SOUTH CENTRAL AVE.

First merchandise warehouse in Los Angeles—and STILL the FIRST . . . Established 1893 . . . MORE THAN ORDINARY SERVICE . . . We invite inquiries relative to your warehouse problems.

MEMBERS: A.W.A. SINCE 1898 . . . C.W.A. . . . L.A.W.A.

## LOS ANGELES, CAL.

Completely Equipped  
Merchandise  
**LOS ANGELES WAREHOUSE CO.**  
316 Commercial Street  
Household Goods

## LOS ANGELES, CAL.

1950 S. Vermont Avenue, Los Angeles

**LYON**  
VAN & STORAGE CO.  
SERVES CALIFORNIA

San Francisco  
Oakland  
Fresno  
San Bernardino  
Glendale  
Hollywood  
Los Angeles  
Pasadena  
Long Beach  
San Diego

Let  
**Lyon**  
Guard your  
Goods

MEMBER  
N.W.A.S.A.

Beverly-Wilshire Leases  
Beverly Hills Warehouse

The Beverly-Wilshire Moving and Storage Co. has leased a warehouse at 9280 Alden Drive, Beverly Hills, Cal., rental being approximately \$20,000.

New Home for Beverly Hills  
Cal. Transfer and Storage

Beverly Hills Transfer & Storage Co., Beverly Hills, Cal., of which Fred Nason is president and manager recently opened its new six-story warehouse at 217 S. Beverly Drive.

The new building is of concrete and steel construction, fireproof, and contains every modern feature including air-conditioning and vaults for special storage.

Its simple and effective design gives the building a striking appearance, and the use of glass brick in the facade, from ground floor to top, adds a decorative effect as well as achieving a practical result.

McAdam G.M. of Orth  
Warehouse, Pasadena

Mrs. Grant Orth, sole owner of Orth Van and Storage Co., Pasadena, Cal., has announced the appointment of J. Lowell McAdam as general manager of the company, which was for 46 yrs. owned and directed by her husband, Grant Orth, who passed away in December.

Mr. McAdam was previously general manager of several transfer companies, including Yellowway Van Lines, Los Angeles.

Craig President of Central  
Warehouse, Los Angeles

James S. Craig has been elected president and operative executive of the Central Warehouse and Storage Co., Los Angeles, Cal. He has been associated with the Union Terminal Warehouse for the past 6 yrs. and previous to that, was vice-president and general manager of the Pacific Southwest Warehouse Co., where he was active in the storage of automobiles. He has been engaged in the warehousing business in Los Angeles for the past 20 yrs.

Garrett, Los Angeles, Moves

The Garrett Transfer & Storage Co. on April 4 moved to its new location at 2474 Porter St., Los Angeles.

Longshoremen at Los Angeles  
Back at Work

Longshoremen at Los Angeles Harbor returned to work March 24 after tying up the port since March 14. The workers voted unanimously to accept a peace proposal pending arbitration of their dispute with the Waterfront Employers' Assn. The reopening plan exempted longshoremen from liftboard work at the American-Hawaiian and McCormick Line docks unless cargo was being directly transferred from railroad cars to freighters.

B & O RR Opens New Pier in  
Philadelphia

The Baltimore & Ohio Railroad on Jan. 24 opened its new and up-to-the-moment fireproof Pier 12, Delaware Ave., at the foot of Summer St., fronting on the Delaware River, replacing an old pier which was destroyed by fire on May 30, of last year. The new pier is 65 ft. wide and 535 ft. long. It can accommodate four 10-car floats at one time.

LOS ANGELES, CAL.

**Efficient Warehousing and Distribution  
California Warehouse Co.**

1248 Wholesale St. Los Angeles



Merchandise exclusively—Specialist in food distribution—Sprinklered concrete building—Central location—Spur track—Low insurance—Cartage service.

Represented by

**American Chain of Warehouses**

250 Park Ave., New York City 53 W. Jackson Blvd., Chicago, Ill.

LOS ANGELES, CAL.

Specializing in

**STORAGE & DISTRIBUTION  
of Food Products**

WE OFFER SHIPPERS COMPLETE SERVICE IN STORAGE AND DISTRIBUTION, PLUS THE ADDED CONVENIENCE OF AUXILIARY SERVICES:

DRAYAGE FUMIGATION OFFICES  
FINANCIAL ASSISTANCE SECRETARIAL SERVICE

An Efficient Organization to Administer Your Local Distribution

MEMBERS: C.W.A.—L.A.W.A.

**Pacific Commercial Warehouse, Inc.**

923 E. Third St. TR-8282 Los Angeles  
Represented by National Warehousing Service,  
519 W. Roosevelt Road, Chicago, Ill.

LOS ANGELES, CAL.

We Sifted Your Shipments and Pool Car Distribution

**PRUDENTIAL  
STORAGE and MOVING CO.**

1610 SOUTH VERMONT AVE.  
FIREPROOF WAREHOUSE FOR HOUSEHOLD GOODS  
Members California Van & Storage Association  
National Furniture Warehousemen's Association

LOS ANGELES, CAL.

1817-1855 INDUSTRIAL STREET

**Star Truck & Warehouse Co.**

COMPLETE FACILITIES EFFICIENT SERVICE  
Storage Distribution Drayage  
Represented by Distribution Service

240,000 Square Feet 54 Motor Trucks  
New York Chicago San Francisco

LOS ANGELES, CAL.

**METROPOLITAN  
WAREHOUSE CO.**

Merchandise Warehousing  
and Distribution  
U. S. Customs Bonded

Reinforced Concrete Sprinklered Building  
Centrally Located in Metropolitan Area  
Fire Insurance Rate 11.7 Cents

1340-1356 EAST SIXTH STREET  
LOS ANGELES

MEMBER

ALLIED DISTRIBUTION, Inc.

1525 Newberry Ave. 11 West 42nd St.  
Chicago, Ill. New York City



Offices for Rent

Telephone and  
Secretarial Service

Sub Basement for  
Cool, Dry Storage

LOS ANGELES, CAL.

**Overland Terminal Warehouse**

1807 E. Olympic Blvd.  
(NINTH AND ALAMEDA STS.)

SERVED BY THE UNION PACIFIC RAILROAD

General Merchandise Storage  
U. S. Customs Bonded Warehouse No. 11  
Cool Room Accommodations

FOR COMPLETE INFORMATION WRITE US DIRECTLY  
OR HANDLE WITH OUR ASSOCIATES

CROOKS TERMINAL WAREHOUSES, INC.

CHICAGO NEW YORK KANSAS CITY  
433 W. Harrison St. 271 Madison Ave. 1104 Union Ave.  
OR NEAREST GENERAL AGENCY  
UNION PACIFIC RAILROAD

LOS ANGELES, CAL.

W. E. TEAGUE, Pres.  
B. F. JOHNSTON, Gen. Mgr.

**UNION TERMINAL WAREHOUSE**

General offices, 737 Terminal St.

Free and U. S. Customs bonded storage. The largest, most complete and efficient Warehouse and Distribution Service in the West. Insurance Rate as low as 11.5 cents per \$100 per year. Daily motor truck service to all parts of the city and Los Angeles Harbor.

LOS ANGELES, CAL.

**Make Westland Warehouses**

Your Distribution Headquarters  
in So. California

Member, A. W. A.,  
C. W. A., L. A. W. A.

Write for Booklet

L. A. Junction Ry.  
Services

Westland  
Warehouses, Inc.  
4814 Loma Vista Ave.,  
Los Angeles, Calif.  
Room 1305  
38 So. Dearborn St.  
Chicago, Ill.



ATTENTION  
SHIPPERS

Warehousing is better than consigned stocks because one stock will serve many jobbers, full control of merchandise is always had and no information is disclosed where it should not be.



OAKLAND, CAL.

# OAKLAND WAREHOUSE TERMINALS

FIFTH & KIRKHAM STS.

OPERATED BY MERCHANTS EXPRESS CORP.

SAME OWNERSHIP AS

## Southern Pacific Terminal Warehouse

4TH & BERRY STS., SAN FRANCISCO

OPERATED BY WALKUP DRAYAGE & WAREHOUSE CO.

Modern buildings with lowest insurance rates and largest fleet of motor equipment in the bay area.

Most complete and efficient transbay service. Exclusive contracts all railroad store door services.

STORAGE & POOL CAR DISTRIBUTION OF FURNITURE AND MERCHANDISE

MEMBER AWA

SAN FRANCISCO, CAL.



## Complete Warehousing Service

for General Merchandise Liquors - Drugs

Draying, Pool Car Distribution, Office Accommodations and Telephone Service

SAN FRANCISCO WAREHOUSE COMPANY  
625 Third St. Sutter 3461

Member: American Warehousemen's Association Distribution Service, Inc.

SO. PASADENA, CAL.

EST. 1913

## ONEONTA TRANSFER AND STORAGE

812 FREMONT AVENUE

Coast to Coast Motor Van Service

Complete Moving and Storage Facilities

VENTURA, CAL.

### POOL CAR DISTRIBUTION

Established 1881

### VENTURA TRANSFER COMPANY

Two Brick & Concrete Buildings for Storage and Distribution of Household Goods. Motor Truck Service.

Members of NFWA—YVA—CalV&SA

Send inquiries to P. O. Box 728

SACRAMENTO, CAL.

ARTHUR E. TRAVIS, Owner

### WESTERN VAN & STORAGE CO.

1808-22nd St.

Sacramento, Cal.

Merchandise and household goods Warehouse

Specializing in General Merchandise, Hops and Flour. Private Siding on S.P.R.R.—10-Car Capacity. Distribution of Merchandise and Household Goods Pool Cars.

DENVER, COLO.



## BUEHLER TRANSFER CO.

SPECIALISTS IN STORAGE, DISTRIBUTION AND TRANSFER OF HOUSEHOLD GOODS  
1200 MADISON STREET

SAN FRANCISCO, CALIF.

### FARNSWORTH & RUGGLES

(Established in 1859)

109 DAVIS STREET

WAREHOUSING GENERAL MERCHANDISE

Pool Car Distribution Motor Truck Fleet

Terminal at First, Brannan and Federal Streets

In the heart of the shipping district

DENVER, COL.

## North Denver Transfer and Storage Company

Modern Merchandise Warehouses

A dependable agency for the distribution of merchandise and manufactured products.

Storage Cartage Forwarding Distributing

Centrally Located

Free Switching

Office: 2016 Blake Street, DENVER, COLORADO



SAN FRANCISCO, CALIF.



### GIBRALTAR WAREHOUSES

201 CALIFORNIA ST.

OPERATED IN CONJUNCTION WITH

OVERLAND FREIGHT TRANSFER CO.

AND

TILDEN SALES BUILDING

SAN FRANCISCO, CALIF.

### THE HASLETT WAREHOUSE CO.

280 Battery Street, San Francisco

Largest and most complete storage and trucking service on the Pacific Coast.

Operating in San Francisco, Oakland, Stockton and Sacramento.

S. M. HASLETT - President

Member: American Warehousemen's Assn.

American Chain of Warehouses, Inc.

ATTENTION WAREHOUSEMEN

Every month New warehouse users of all types are being added to the list of D and W readers.



## DENVER, COL.

We offer a complete service—Merchandise and Household Goods Storage, Pool Car Distribution, Moving, Packing and Forwarding.

We also operate the Weicker Transportation Co., a statewide daily motor freight service under regulation of the Public Utilities Commission.

Connections with Interstate Truck Lines to Principal Cities.

Burglar Proof Silver Vaults, Cedar Lined Rug Vault, Fumigating Vault, Private Lockers

**The WEICKER TRANSFER & STORAGE CO.**

1700 Fifteenth Street

DENVER

COLORADO

Member of N. F. W. A.—A. C. W.—A. W. A.

## PUEBLO, COLO.

180 Thousand Cu. Ft. Storage Space

**ACORN**  
Storage & Transfer

Merchandise & Household  
Storage

Consigned Stocks Handled  
Pool Car Distribution

Pick Ups, Deliveries, Docking, Crating and Reshipping  
We Invite Inquiries Relative to Your Warehouse Problems

Office and Show Room Facilities

JAMES COWEN in Charge

## PUEBLO, COLO.



**BURCH WAREHOUSE AND  
TRANSFER CO. INC.**

General Office and Warehouse

200 SO. SANTA FE AVENUE

Modern Sprinklered Fireproof Building

Freight Forwarding and Distribution

Household and Merchandise Storage

PACKING AND SHIPPING

Member of May. W. A.—A. W. A.—Colo. W. A.

### City Operated Docks Advocated by Miami Mayor

No further private leases of municipal dock property in Miami, Fla., will be executed at the termination of existing ones if other members of the city commission agree with Mayor Williams. He stated that he believes municipal operation of all the docks and warehouses on equal terms to all ship companies to be best for city and harbor development, and that divergent views can best be coordinated through the work of a dock and harbor board acting in advisory capacity to the city commission.

"Much is being said of the present government channel serving the port of Miami, and frequent reference is being made to the recent accidents to vessels while traversing this channel. The present channel is 30 ft. deep. The vessels negotiated the channel when it was only 25 ft. deep on many occasions without danger or mishap. I have found that if we in Miami expect Federal aid in the progress and development of the port, it is absolutely essential that there be unanimous action in any approach to the Federal authority," the mayor said.

### British Build "Road-Rail" Tank Trailers For Edible Oils

On behalf of Lever Brothers and Unilever, Ltd., the London, Midland and Scottish Railway Co. has just had built the first unit of a fleet of eight road-rail tank cars. They were fabricated by Messrs. R. A. Dyson, Liverpool, and will be used for the quick transport of perishable oils from refineries to factories which are not directly connected by rail.

Each railway flat car carries two insulated and electrically-heated road-rail tank trailers, which may be towed over the highway to the factory not on the railway line.

Hartford, Conn.  
252 Asylum St.

E. G. MOONEY, Pres.



Bridgeport, Conn.  
1337 Seaview Ave.

J. G. HYLAND, V. Pres.

**HARTFORD DESPATCH  
and WAREHOUSE CO., Inc.**

STORAGE AND DISTRIBUTION DAILY THROUGHOUT CONNECTICUT AND MASSACHUSETTS. PRIVATE SIDING. COMPLETE FACILITIES FOR MOVING, PACKING AND SHIPPING OF HOUSEHOLD EFFECTS. WAREHOUSES AND TERMINALS AT SPRINGFIELD, MASS., AND BOSTON, MASS.



Member of  
A.W.A.—A.C.W.—N.F.W.A.—Conn. W.A.  
Allied Van Lines' Agents



## NEW HAVEN, CONN.



M. E. Kisly, Mgr.  
**DAVIS STORAGE COMPANY**

335 East St., New Haven, Conn.  
Modern Fireproof Merchandise Warehouse.

Private seven-car Slings, adjacent to Steamship and R. R. Terminals.

Pool and stop over cars distributed.  
Motor Truck Service to all towns in Connecticut.

Low Insurance Rate. Prompt, Efficient Service.

## NEW HAVEN, CONN.

**STORAGE and DISTRIBUTION**



Established 1860

Merchandise, automobiles, furniture—23 buildings—ADT supervised watchman service—Low insurance rates—15 car siding—Central location—Daily truck delivery service covering Connecticut and southern Massachusetts—Bonded with U. S. Customs.

**THE SMEDLEY CO.**

165 Brewery St., New Haven, Conn.

Members: AWA, NFWA, CWA, MTA

of C, New Haven Chamber of Commerce,  
Hauling member Allied Van Lines, Inc.



## NEW HAVEN, CONN.



PAUL A. DAHLGARD, Owner

**West Haven Trucking Company**

Storage Warehouses

Offices. 435 Congress Ave.

Household Goods, Storage, Packing,  
Shipping, Receiving

## TORRINGTON, CONN.

Established 1890

**THE E. J. KELLEY CO.**  
STORAGE WAREHOUSES

New England's Largest Transportation Company

Household Goods Packed, Stored, Shipped.

Merchandise Storage and Distribution.

Pool Cars Distributed in All Parts of Connecticut.

**ATTENTION  
SHIPPERS**

Often goods are damaged in transit. The warehouse carefully checks each incoming lot and includes carrier's inspection report with receipt for claim purposes. The goods always reach the customer in good condition.

## WASHINGTON, D. C.

J. P. ROGERS, Pres.

**CALVERT & ROGERS, Incorporated**

General Merchandise Storage &amp; Distribution

Pool Car Distribution &amp; Hhg. Moving—Specialties—

Refrigerators—Stoves—Washers—Motor Oils, Etc.

Private B.&amp;O. Siding, Langdon, D. C.

## WASHINGTON, D. C.

Telephone ADams 5600



E. K. MORRIS, President

(See Page Advertisement Directory Issue)  
Member—National Furniture Warehousemen's Association**FEDERAL STORAGE  
COMPANY**

1701 FLORIDA AVENUE

## WASHINGTON, D. C.

SHIPMENTS DELIVERED AT CURRENT RATES IN WASHINGTON  
AND VICINITY**Security Storage Company**

OF WASHINGTON

Capital, Surplus and Reserves over \$1,200,000

Security (steel) lift vans for overseas shipments. Door  
to door rates quoted, both to and from Europe and  
South America. All risk insurance if desired.

Members, NFWA, AVL

Canadian, British, French &amp; German Assns.

1140 Fifteenth Street, Washington

31 Place du Marche St. Honore, Paris

## WASHINGTON, D. C.

Modern  
Fireproof  
BuildingLONG  
DISTANCE  
MOVINGPACKING  
STORING  
SHIPPING**SMITH'S**

TRANSFER &amp; STORAGE CO., INC.

1313-15-17-19-21 You Street, N. W.

Member—Mayflower Warehousemen's Association

## WASHINGTON, D. C.

**GENERAL MERCHANDISE  
STORAGE**Pool Car Distribution—  
City Delivery ServiceDirect Switching Connections into Warehouse  
Pennsylvania Railroad**TERMINAL REFRIGERATING &  
WAREHOUSING CORPORATION**

4th and D Streets, Southwest

Member of A. C. W.

**HOW OLD IS WAREHOUSE  
DISTRIBUTION**

(Concluded from page 11)

William Young, Niagara Falls, N. Y.  
Consolidated Trucking, Inc., Cincinnati, Ohio.  
Union Stge. Co., Pittsburgh, Pa.  
Merchants Tfr. & Stge. Co., San Antonio, Tex.  
Jones Whse. Co., Norfolk, Va.1881 Ventura Tfr. Co., Ventura, Cal.  
Boston Stge. Whse., Boston, Mass.  
Quincy Market Cold Stge. & Whse. Co., Boston, Mass.Lincoln Whse. Corp., New York City.  
Cincinnati Tfr. Co., Cincinnati, Ohio.  
1882 Hunter Tfr. & Stge. Co., Texarkana, Ark.  
Merchants Whse. Co., Boston, Mass.Mackenzie & Winslow, Inc., Fall River, Mass.  
Riverside Stge. & Ctge. Co., Detroit, Mich.  
Mullen Tfr. Whse., Inc., Montclair, N. J.  
Manhattan Stge. & Whse. Co., New York City.  
The Cotter City View Stge. Co., Akron, Ohio.  
Columbus Term'l Whse. Co., Columbus, Ohio.1883 Blue Line Stge. Co., Des Moines, Ia.  
Cambridge University Stge. Whse. Co., Cambridge, Mass.Security Whse. Co., Minneapolis, Minn.  
Wachter Tfr. Corp., Bismarck, N. Dak.  
Westheimer Tfr. & Stge. Co., Houston, Tex.  
Fournier Van & Stge., Ltd., Ottawa, Ont., Canada.1884 Louisville Public Whse. Co., Louisville, Ky.  
Perky Bros. Tfr. & Stge. Co., Kansas City, Mo.  
Wagners Service, Inc., Springfield, Ohio.  
Cady Mvg. & Stge. Co., Providence, R. I.  
Pitzer Tfr. Corp., Roanoke, Va.1885 Glynn's Tfr. & Ppf. Stge., Cairo, Ill.  
E. F. Caldwell, Inc., Somerville, Mass.  
George B. Holman & Co., Rutherford, N. J.  
Leonard Warehouses, Buffalo, N. Y.  
Richmond Stge. Whse. & Van Co., West New Brighton, S. I., N. Y.1886 Wakem & McLaughlin, Inc., Chicago, Ill.  
James P. Watson, East Orange, N. J.  
Wm. R. Boyce & Son, New York City.  
Fidelity-20th Century Stge. Whse. Co., Philadelphia, Pa.Merchants Whse. Co., Philadelphia, Pa.  
Rowe Tfr. & Stge. Co., Knoxville, Tenn.  
The Price-Bass Co., Nashville, Tenn.  
Capital Stge. Co., Ottawa, Ont., Canada.  
M. Rawlinson, Ltd., Toronto, Ont., Canada.  
1887 Gardner Stge. Co., New London, Conn.  
Gordon Stge. Whses., Inc., Omaha, Neb.  
Lincoln Stge. Whses., East Orange, N. J.  
Wm. Herbert & Son Co., Youngstown, Ohio.  
R. F. Post, Drayman, Scranton, Pa.1888 James Tfr. & Stge. Co., San Jose, Cal.  
Jackson Stge. & Van Co., Chicago, Ill.  
Leonard Detroit Stge. Co., Detroit, Mich.  
Northwestern Tfr. Co., Portland, Ore.  
Fenton Storage Co., Philadelphia, Pa.  
Wiley & Nicholls Co., Galveston, Tex.  
Cudahy Bros. Co., Cudahy, Wis.**Newsprint Rate Cut**

**R**AILROADS were authorized by the I.C.C. late in March to reduce rates on newsprint from points in northern Minnesota to central territory east of the Illinois-Indiana line, including lower Michigan, western New York, Pennsylvania, West Virginia and northeastern Kentucky. Reductions are effective each year between April 1 and Nov. 30, and amount to 3 cents per 100 lbs.

**Smith, Washington, D.C., Adds  
300,000 Cu. Ft. Space**

Smith's Transfer & Storage Co., Washington, D. C., has leased a 300,000 cu. ft. warehouse, completely fireproof. It is three stories high and is equipped with a complete burglar and fire-alarm system. During January and February, the company has increased local drayage from 50 to 75 per cent.

## WASHINGTON, D. C.

W. E. EDGAR, Supt.

THE TERMINAL STORAGE COMPANY  
OF WASHINGTON

First, K and L Streets, N. E.

Large buildings of modern construction, total floor area 204,000 square feet, of which 109,000 square feet is of fireproof construction.

Storage of general merchandise.

CONSIGN SHIPMENTS VIA D. &amp; O. R. R.

Heated rooms for protection against freezing.

Member of American Warehousemen's Association.

## TAMPA, FLA.



"Your Tampa Branch House"

GALDWELL  
BONDED  
WAREHOUSES

MERCHANDISE—HOUSEHOLD GOODS

Members: American Chain of Warehouses  
American Warehousemen's Assn.

## TAMPA, FLA.

LEE  
TERMINAL1139 Ellamae Ave.  
TAMPAMerchandise Storage  
Pool Car Distribution  
Commercial Carriage  
Water & Rail connections  
Low Insurance Rate  
Household Goods Storage  
Moving—Packing—Shipping  
Agents Allied Van Lines  
National Movers

Members: AWA—NFWA

## TAMPA, FLA.

TAMPA UNION TERMINAL, INC.  
TAMPA, FLORIDA

Offering storage and distribution in the South's largest and most modern combined General and Cold Storage Warehouse. Building of Reinforced concrete with sprinkler system, low insurance rates. Private railroad sidings served by SAL and ACL. Private Docks. Special attention given Pool Car Distribution. Internal Revenue and U. S. Customs Bonded Warehouse with storekeeper retained permanently.

"Let Us Solve Your Distribution Problems"

Member American Warehousemen's Association

## TAMPA, FLA.

WILLIAM J. EVE, Manager

WAREHOUSE, INC.  
BONDEDCARLOAD AND COMMERCIAL STORAGE  
POOLED CAR DISTRIBUTION

Morgan and Water Streets, Tampa, Florida

## W. PALM BEACH, FLA.

## DANIELS and SON TRANSFER CO.

501 Park St., P.O. Box 1854 West Palm Beach

Specializing in Merchandise and Household Goods. Private Siding. Consign Shipments via FEC-SAL and Merchants and Miners Transportation Co.—Distribution of Pool Cars—Transfers Household Goods.

## ATLANTA, GA.

FRED E. STEVENS, Owner and Manager

## ATLANTA SERVICE WAREHOUSE

"Service" is Our Middle Name

376 Nelson St., S. W. Cor. of Mangum

FIREPROOF WAREHOUSE WITH SOUTHERN RAILROAD SIDING.

LOW INSURANCE RATE.

Member of A.W.A.

Merchandise Warehousing

Pool Car Distribution

## ATLANTA, GA.

## BONDED SERVICE WAREHOUSE

432-434 Marietta Street

BONDED  
FIREPROOF STORAGE  
MERCHANDISE  
AND HOUSEHOLD GOODS  
POOL CAR DISTRIBUTION

## WASHINGTON, D. C.

Established 1901

UNITED ★ STATES  
STORAGE COMPANY

418 10th Street, N. W.

We Reciprocate Shipments

(See Advertisement in Directory Issue, page 90)

Member of N.F.W.A.—W.W.A.

## JACKSONVILLE, FLA.

FLORIDA'S LARGEST WAREHOUSE

UNION TERMINAL WAREHOUSE COMPANY  
East Union and Ionia Streets

Merchandise Storage—Custom Bonded—Pool Car Distribution

Reconsigning—Trucking Service—Trackage 52 Cars

Reinforced Concrete—Sprinkler System—A.D.T. Service

Insurance Rate 12 Cents

Rental Compartments—Sub-Postoffice, Western Union Tel.

Members A.W.A.—A.C.W.—I.W.A.

## MIAMI, FLA.

## L. A. JONES, Inc.

FIREPROOF WAREHOUSE

PUBLIC BONDED

6 Car Siding Florida East Coast R.R.

MERCHANDISE STORAGE AND DISTRIBUTION

60,000 sq. feet floor space

## MIAMI, FLA.

W. M. KELLEY, Pres. &amp; Mgr.

## ROBBINS WAREHOUSING and DISTRIBUTING CO., Inc.

1109 N.W. 22nd St.

Fireproof and hurricane proof warehouse

Private Siding Seaboard Air Line Ry.

Merchandise Storage and Pool Car Distribution

Low Insurance Rate

## MIAMI BEACH, FLA.

## Washington Storage Co., Inc.

1001 Washington Avenue

Moving—Packing—Shipping—Storage

Merchandise Distribution

Members NFWA

## PENSACOLA, FLA.

W. A. Ray, Pres. &amp; Mgr. M. Ray, Sec.-Treas.

## The Bonded Warehouse Company

Handling merchandise in brick buildings sprinklered, on private siding L&amp;N (8-car capacity) at 710 So. Palafox St. U. S. Customs bonded; U. S. Warehouse Act bonded.

For merchandise and household goods we have at 711 Jefferson St. 35,000 sq. ft. Custom CL Shipments via L&amp;N; LCL via L&amp;N-Prices. Specialize in sugar, autos, oil, beer, liquors, canned goods, wire rope, cotton. Distribute pool cars, transfer household goods. Three trucks. Branch office and show room facilities.

## PENSACOLA, FLA.

H. P. FERRISS, Pres. H. W. FERRISS, Mgr.

FERRISS  
WAREHOUSE & STORAGE

Merchandise Storage

POOL CARS DISTRIBUTED. PRIVATE SIDING

HOUSEHOLD GOODS STORAGE

LOW INSURANCE RATES



For the convenience of shippers, this section is arranged geographically



**GEORGIA**

**SHIPPERS' SERVICE SECTION**

*D and W. May, 1931*

**ATLANTA, GA.**

**BONDED**

**General Warehouse & Storage Co., Inc.**  
272-274 Marietta St., Atlanta, Ga.

Consigned stocks handled for Manufacturers  
Remittance made day received  
Store door delivery—Re-packing—Re-shipping

**MERCHANDISE DISTRIBUTION**  
Sprinkler System—R.R. Trackage—Pool Car Distribution

**ATLANTA, GA.**

H. W. Gullatt, Pres.

**M & M WAREHOUSE CO.**

29 HAYNES ST. N.W.

General Storage—Pool Car Distribution  
Concrete Sprinklered Warehouse

Call on us for any usual or unusual service in connection with your warehousing or distribution problems. We can help you.  
Consign via any R.R.—Private Sidings A.B.&C. Ry.  
Represented by American Chain of Warehouses

**ATLANTA, GA.**

"Atlanta's Largest"

**MONROE BONDED WAREHOUSES**

Invested Capital \$325,000

Lowest Warehouse Insurance Rate in Atlanta

**MERCHANDISE—COLD STORAGE—TRUCKING**

Private Railroad Sidings—Concrete Warehouses

A. D. T. Service

Member: A. W. A.

**ATLANTA, GA.**

**SECURITY WAREHOUSE COMPANY**

113-129 COURTLAND ST. S. E.

**Commercial Warehousing at its Best**

ESTABLISHED  
1917

MEMBER  
A. W. A.

**ATLANTA, GA.**

Contact our offices in Atlanta, Augusta, Washington and New York for any long distance household goods movements you have. Commission Agents wanted.

**WEATHERS BROS. TRANSFER CO., Inc.**

Merchandise and Household Goods Storage  
Pool Car Distribution of Merchandise and Household Goods

Specializing on Long Distance Household Goods Moving  
Operators of Our Own Equipment in 38 States

**SAVANNAH, GA.**

Savannah's only bonded warehouse

**SAVANNAH BONDED WAREHOUSE & TRANSFER COMPANY,**

BAY STREET EXTENSION & CANAL  
Post Office Box 1187

General Storage—Distribution—Reconsigning  
Custom House Brokers—Custom Bonded  
Regular steamship service from principal  
Eastern, Western & Gulf ports—track connections with all rail and steamship lines.

R. B. Young, President.

Members—A.W.A.—A.C.W.—So.W.A.

**HONOLULU, HAWAII**

WHEN SHIPPING GOODS TO

**HONOLULU**

Consign to us and the same will be given our best attention.  
Modern Concrete Warehouses. Collections promptly remitted.

Correspondence solicited.

**CITY TRANSFER COMPANY**

Cable Address: LOVERINO, HONOLULU

**BOISE, IDAHO**

Selling Services Arranged

**BOISE COLD STORAGE COMPANY**

Merchandise Warehousing & Forwarding  
Negotiable Warehouse Receipts Issued  
Pool Car Distributors

304 S. 16th St.

P. O. Box 1656

On U.P.R.R.

**CHICAGO, ILL.**

A National System of Warehousing

40 Warehouses

40 Cities

NEW YORK

ALLIED DISTRIBUTION INC.

CHICAGO

11 WEST 42ND ST. PENN. 6-0968

1525 NEWBERRY AVE., MON. 5531

**CHICAGO, ILL.**

**Combine your Chicago Office and your Warehouse**

at **ANCHOR.** The best

location in Chicago—across the street from Tribune Tower and only three minutes from the loop.

You will find here every facility for the efficient storage and distribution of your merchandise.

Re-shipping facilities second to none—direct tunnel connection with all railroads eliminating cartage. Private switch on C&NW Railway—delivery platform inside the building—private dock on Chicago River outside all bridges—lighterage connection with rail lines eliminating switching delays.

**ANCHOR STORAGE CO., 219-229 East North Water Street**

**CHICAGO**

Represented by

**DISTRIBUTION SERVICE, INC.**

**CHICAGO, ILL.**

CHICAGO'S LOOP WAREHOUSE

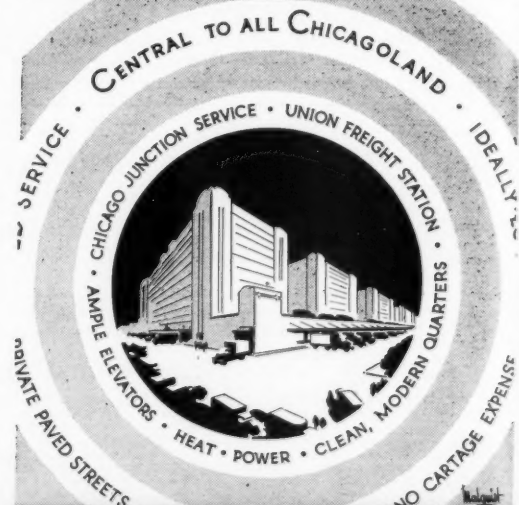
**C & A TERMINAL CO.**

358 W. HARRISON ST.

Modern concrete building. 30 car track served by Alton-B. & O. R.R. Tunnel connection all railroads for L.C.L. shipments. Next door Parcel Post Bldg. for economical and speedy handling of Parcel Post shipments.

**CHICAGO, ILL.**

"CHICAGO'S BEST LOCATED WAREHOUSES"



**CENTRAL STORAGE & FORWARDING COMPANY**

2001 West Pershing Road . . . CHICAGO

Telephone . . . LAFayette 5628



CHICAGO, ILL.



### DOWNTOWN WAREHOUSE

Most Centrally Located  
2 Blocks from New Union Station  
CANAL &  
HARRISON STS.  
Tunnel and Trap Car  
Service

# CROOKS TERMINAL WAREHOUSES

CHICAGO

NEW YORK OFFICE: 271 MADISON AVENUE

KANSAS CITY

## SOUTH SIDE WAREHOUSES

5801-5967 West 65th St.

Capacity 1200 Carloads  
Insurance Rates as Low as 12c.



Also operate three modern warehouses in Kansas City and the  
Overland Terminal Warehouse Company at Los Angeles, California.

LIBERAL LOANS MADE ON STAPLE COMMODITIES

### Consolidated Trucking Moves to New Quarters

Consolidated Trucking, Inc., operating local cartage and storage business in Cincinnati, since 1880, and the C & D Motor Delivery Co., the Inter-City division of this corporation, operating since 1918, have purchased approximately 60,000 sq. ft. of ground space at Flint, Cortland and Hoefler Sts. Facilities are now under construction at this new location.

The new quarters to be completed by May 15 are within 1 square of the Union Terminal and convenient to shipping and manufacturing districts.

### Hillier Storage Recommended for "Grandfather" Certificate

Hillier Storage Co., Springfield, Ill., has received favorable report from Examiner F. D. Binkley on "grandfather" and extension applications. The examiner recommended that Hillier be granted a "grandfather" certificate to cover hauling of general commodities within the limits of Springfield and the adjacent Harvard Park district, and hauling of household goods and office furniture over irregular routes between points in the D. of C., Ill., Ind., Iowa, Md., Missouri, Ohio, Penna., W. Va. and Wis.

The extension authority recommended would permit common carrier shipments of household goods and office furniture between points in Conn., Del., Kans., Ky., Mass., Mich., Minn., Neb., N. J., N. Y., R. I., Tenn., Va. and Wyo. over irregular routes

In approving the broad extension, the examiner pointed to the fact that Hillier Storage's net worth is in excess of 100,000, and its motor carrier operations yielded substantial profits for the years 1935 and 1936.

CHICAGO, ILL.

## Currier Lee Warehouse Co.

427-473 West Erie St.

### General Merchandise Storage

POOL CAR DISTRIBUTION  
MODERN BUILDINGS  
OFFICE & SPACE RENTALS  
CONTROLLED TEMPERATURE ROOMS  
STAPLE COMMODITIES FINANCED  
RECESSED DRIVEWAYS—LOW INSURANCE RATES  
PRIVATE SIDING—CMST&P RR  
AMPLE FREE PARKING FACILITIES

Chicago

53 W. Jackson Blvd.

EMPIRE FREIGHT COMPANY, INC.

ship via

ALWAYS AVAILABLE

CHICAGO, ILL.

CHICAGO, ILL.

5949-51 W. Madison St.

**Jackson STORAGE**  
and VAN CO.  
**Storage**

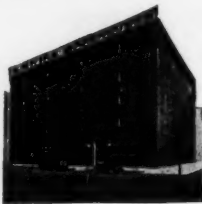
Oak Park—LaGrange—Maywood

For the convenience of shippers, this section is arranged geographically

## CHICAGO, ILL.

W. F. CARROLL, Pres.

J. J. BARRETT, Gen. Mgr.



## EMPIRE

MAINTAINS A  
STANDARDIZED SERVICE

• For almost fifty years EMPIRE Service has been preferred by companies desirous of giving the household effects of employees, transferred to or from Chicago and suburbs, the very best of care and service.

LONG DISTANCE REMOVALS  
PACKING AND SHIPPING BY RAIL  
STORAGE FOR HOUSEHOLD GOODS AND MERCHANDISE  
(CITY-WIDE SERVICE)

### EMPIRE WAREHOUSES, Inc.

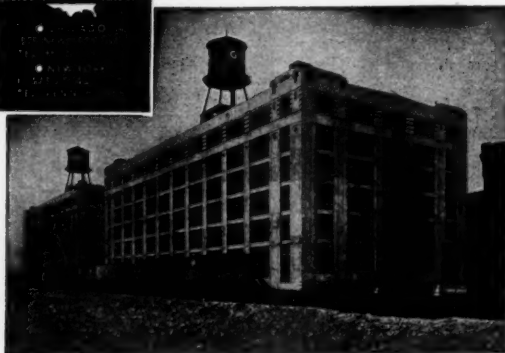
General Offices: 5153 Cottage Grove Ave., CHICAGO-ILLINOIS

## CHICAGO, ILL.

Member A. W. A.



### COMPLETE WAREHOUSING AND DISTRIBUTING SERVICE



### GRISWOLD-WALKER-BATEMAN COMPANY

1525 Newberry Ave.

Chicago

Modern buildings strategically located. Direct trackage connections with C&NW, B&O, Soo Line, PM, CGW, and B&OCT (belt line connecting all RR's). Trap car reshipping. Motor truck deliveries. Long distance motor transportation. Guardite fumigation protection. U. S. Customs Bond. Office facilities.

Details of this complete service are described in a booklet "The Way to Distribution"—Write for your copy.

## CHICAGO, ILL.

Member: N.F.W.A.

Serving Chicago & Suburbs For  
Over 35 Years.

Consign Your Shipments To  
**JOYCE BROS. STGE. & VAN CO.**  
Main Office 6428 N. Clark Street  
Rogers Park 0033



## CHICAGO, ILL.

RALPH J. WOOD, Pres.

MORRISON C. WOOD, Treas.

For Shipments to the South Side's Finest Residential Districts  
CONSIGN TO

### The Lincoln Warehouse Corporation

Main Office and Warehouse—4259 Drexel Boulevard

"43 Years of Distinctive Service"

Personal attention of executives to customers. Collections promptly remitted  
Member N.F.W.A.

## CHICAGO, ILL.

Chicago's Largest and Best Located Warehouse

## NORTH PIER TERMINAL

589 East Illinois St.

Tel. Sup. 5606

Chicago, Ill.

SPACE LEASED for offices, storage and light manufacturing. STORAGE on a unit basis for spot stocks. Pool Car Distribution STORAGE in transit. CUSTOMS and INTERNAL REVENUE BONDED SPACE. 1,500,000 sq. ft. in sprinklered buildings. Low Insurance. C&NW Railway Siding. Capacity 150 cars. 2500 ft. Dockage. Stevedoring. Direct TUNNEL connections with all railroads, eliminating cartage.

New York Office

25 Beaver Street

Tel. Han. 2-1172

## PLANTS ON THE MOVE

(Concluded from page 26)

Westinghouse Electric & Mfg. Co. is planning to build in the near future at East Springfield, Mass., new manufacturing and warehouse facilities to contain approximately 100,000 sq. ft. for manufacture of beverage coolers, water coolers, commercial refrigeration units and air conditioning equipment parts, and 230,000 sq. ft. for storage purposes. The project may involve a total expenditure of \$1,250,000, inclusive of new machinery.

The Carboly Company, Inc., Detroit, Mich., has plans for construction of a new factory and general offices to cost approximately \$500,000, and to centralize manufactures which now are divided between Detroit, Cleveland, and Stamford, Conn. It will embrace three units, and cover an area of 138,000 sq. ft. The manufacturing plant will be a one-story building to contain 100,000 sq. ft., adjoining which will be a two-story structure to house research laboratories and factory offices. A two-story general office building will be located in front of these structures. The whole project will be located on a 40-acre tract on the north side of 8-mile road, 1/2 a mile east of Van Dyke, and will be ready for occupancy in the fall.

INTERNATIONAL FERTILIZER CORP., Buffalo, N. Y., has established a warehouse in Caro, Mich., to serve Tuscola, Huron, Sanilac, Lapeer and St. Clair counties. Part of the pulp warehouse of the Caro plant of Michigan Sugar Co. has been rented, and a stock of fertilizers of various chemical analyses suitable for all crops and soils will be carried. The company has only two other such warehouses in Michigan. Arthur Tonkin will have charge of the Caro warehouse.

Scott & Williams, Inc., makers of hosiery and knitting machinery, will move its general offices from New York City to Laconia, N. H.

Edmar Footwear Corp., Brooklyn, N. Y., will move its complete plant to Putnam, Conn. The concern will employ 60 persons to start. The Putnam Land & Mills Co., which owns vacant plants, has already signed a lease with the Edmar Corp. for 20,000 sq. ft. of floor-space.

Carrier Engineering Co., Syracuse N. Y., has sold to the Uco Food Co. its four-story plant on Frelinghuysen Ave., Newark, N. J. The latter company, wholesale food distributor, employs 200 persons.

Welwood Silk Throwing Mills, Inc., McMinnville, Tenn., will dismantle and move its plant to Murfreesboro for storage. The mill closed last fall owing to falling off in business and has been operated only at intervals since that time.

Gurney Elevator Co., Honesdale, Pa., and New York, has sold its plant and machinery at Honesdale to the Lummis Company of New York, manufacturer of oil refinery apparatus. The new owner will begin operations at Honesdale as soon as the plant is remodeled.

CHICAGO, ILL.

A COMPLETE WAREHOUSE ORGANIZATION  
FULLY EQUIPPED TO HANDLE MERCHANDISE  
RAPIDLY AND ECONOMICALLY

# MIDLAND

OFFERS LARGE AND SMALL SHIPPERS  
THREE MODERN CHICAGO  
MERCHANDISE WAREHOUSES

with convenient locations for local trade and excellent transportation facilities for national distribution. Chicago Junction In and Out-bound Union Freight Station—direct connections with thirty-eight railroads. Receiving Stations for Railroads, Express, Freight Forwarding, Electric and Boat Lines on premises.

- LET US QUOTE ON YOUR STORAGE AND RENTAL REQUIREMENTS

## MIDLAND WAREHOUSES, INC.

1500 South Western Avenue, Chicago, Ill.



CHICAGO, ILL.

## Soo Terminal Warehouses

519 W. Roosevelt Road

Merchandise Storage—Pool Car Distribution

COOL TEMPERATURES—CANDY STORED ALL YEAR

Ground Floor Warehouse Space with or without  
Offices. Trackage—Free Switching—Fireproof

"THE  
ECONOMICAL  
WAY"

Represented by  
National Warehousing Service



CHICAGO, ILL.

Merchandise Storage and Distributors

## WAKEM & McLAUGHLIN, Inc.

Estd. 1886

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

U. S. Internal Revenue Bonded Warehouse

U. S. Customs Bonded Warehouse

A.D.T. Service

### ADVANCES MADE

Our ample financial resources enable you to negotiate loans right in our office.

Prompt Delivery and Best of Service.

CHICAGO, ILL.

M. H. KENNELLY, Pres.

## WERNER BROS. KENNELLY CO

Main Office—  
2815 Broadway

STORAGE  
MOVING  
PACKING  
SHIPPING

Agent for  
Allied Van Lines, Inc.

We solicit the handling of your Chicago Shipments  
Pool cars handled on our own Switch Track  
Consign C M St. P & P—Wilson Ave. Switch  
Special equipment for handling  
Container Shipments.

Warehouses Conveniently Located

A. D. T. Aero Automatic Fire Alarm Protection.

2815 Broadway

4817 Broadway

7813 N. Paulina St.

4615 Clifton Ave.

1750 N. Clark St.

4825 Broadway

TRAFFIC DEPT.—3133 N. Halstead St.

CHICAGO, ILL.

# ESTABLISH YOUR CHICAGO BRANCH

In the modern building of Western Warehouse. No matter what facilities you require, you will find it more economical and satisfactory to take advantage of Western's unusual service.

Located on the edge of Chicago's famous Loop and only one block from the mammoth new Post Office, Western Warehouse is in the heart of all business activity. Write for complete information.

## WESTERN WAREHOUSING COMPANY

323 West Polk Street

Chicago, Ill.

# FOR A GOOD "Right Hand Man"

to handle your warehousing and  
distribution service in Chicago, write

## RAILWAY TERMINAL & WAREHOUSE CO.

444 WEST GRAND AVENUE, CHICAGO, ILLINOIS

\* A Complete Organization Backed by Over 25 Years of Experience  
Ontario Warehouse Co., 425 West Ontario Street

CHICAGO, ILL.

"In the Heart of Downtown Chicago"

## SENG WATERWAY WAREHOUSE CO.

310 West Polk St.

Complete water, rail and truck terminal, facilities with a "loop" location. Concrete dock for ocean, lake and river vessels—25 car siding capacity—own fleet of 69 trucks. Economical reshipping—tunnel—lighterage. One block from the main Post Office Building.

CHICAGO, ILL.

For Distribution in CHICAGO Use

## SYKES SERVICE

Fully sprinklered warehouse building for merchandise storage exclusively.

Centrally located—only 12 minutes from the loop. Complete warehouse service with personal supervision. Pool Car Distribution

## SYKES TERMINAL WAREHOUSE

929 West 19th Street

Chicago, Ill.

For the convenience of shippers, this section is arranged geographically



## DECATUR, ILL.

**Decatur Warehouse Company**

(Shumate Transfer)  
20-30 INDUSTRY COURT  
TRANSFER—STORAGE

MOVING—PACKING—DISTRIBUTION

BONDED : : LICENSED : : INSURED CARRIERS

## DECATUR, ILL.

SINCE 1892  
**HAMMAN**  
BROS.  
TRANSFER & STORAGE CO.

Office—301 E. WILLIAM ST.

Member of A.W.A.—N.F.W.A.

**Decatur's Pool Car Distributors**

Spot stock storage deliveries. Merchandise and Household Goods Storage. Private siding and free switching WITH PROTECTION IN THE ONLY FIRE-PROOF WAREHOUSE IN THE CITY. Lowest fire insurance rates. Pick up and delivery service maintained via our freight terminal.

## JOLIET, ILL.

Telephones 501 and 502

**Joliet Warehouse and Transfer Company**

Joliet, Illinois

MERCHANDISE STORAGE AND DISTRIBUTION

Best distributing point in Middle West.  
Located on five Trunk Lines and Outer Belt which connects with every road entering Chicago.

No switching charges.  
Chicago freight rates apply.

## PEORIA, ILL.

OUR DEPENDABILITY YOUR ASSURANCES OF SATISFACTION.

**FEDERAL WAREHOUSE CO.**

800 So. Adams St.

Peoria, Ill.

Peoria is the logical Center of Distribution for Illinois. We will be pleased to explain our service and facilities.

Member of C.I.W.A.—A.W.A.—N.F.W.A.

## PEORIA, ILL.

**NATIONAL**  
**WAREHOUSE**  
**CO.**

Est. 1920

1323 SO. WASHINGTON ST.

- Merchandise Storage
- Pool Car Distribution
- Fireproof Building; Sprinklered
- Low Insurance Rate
- Private Siding
- Motor Truck Terminal

## ROCKFORD, ILL.

**BARTLETT WAREHOUSE**

Modern Plant C.&amp;N.W. Siding Free Switching

"Sparkling Service"

502-514 Cedar St.

Phones: Main 133, 134

## ROCK ISLAND, ILL.

THE CENTER OF THE QUAD-CITIES  
160,000 POPULATION — RATE BREAKING POINT  
MOTOR FREIGHT SERVICE IN ALL DIRECTIONS

FEDERAL BARGE LINE TERMINAL

C. B. &amp; Q. SIDING—FREE SWITCHING

**ROCK ISLAND TRANSFER & STORAGE CO.**

Member of A. W. A.—N. F. W. A.

ATTENTION  
WAREHOUSEMEN

YOUR PROSPECTS  
READ D AND W  
EVERY MONTH  
YOU CAN'T DEPEND ON THE  
DIRECTORY ALONE

## EVANSVILLE, IND.

**MEAD JOHNSON TERMINAL CORP.**  
EVANSVILLE, INDIANA

"Where Waterway . . . Railway . . . Highway Meet"  
With the most modern and most unusual River-Rail-Truck Terminal and Warehouse in the United States.

Located only ninety miles from the country's center of population. Served by six large railroads, many motor freight lines and the American Barge Line, Mississippi Valley Barge Line, Union Barge Line and independent towing operations.

Merchandise and food commodities of every description, from every part of the globe, can conveniently reach, be economically stored, and then efficiently distributed from Evansville.

Write for booklet completely describing the many unusual services available.

Member of A.W.A.

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PENN. 6-0968 1525 NEWBERRY AVE., MON. 55.31

## FORT WAYNE, IND.

**FORT WAYNE [ WITH MIGHT AND MAIN ]**  
**STORAGE CO. THE SAME**

FIREPROOF AND NON-FIREPROOF BUILDINGS.

Pittsburgh, Fort Wayne & Chicago R. R.; Grand Rapids & Indiana R. R.;  
Wabash R. R.—Private Sidings—Pool Car Distribution

## FORT WAYNE, IND.

**MITCHELL SALES & STORAGE, INC.**

Merchandise Distributors

Modern Fireproof Warehouse—Centrally Located—PRR Siding  
—Low Insurance Rate—Pool Car Distributors. Motor Freight  
Terminal—Local Cartage Service—Branch Office Service.

Warehouse Receipts on Staple Commodities

## FORT WAYNE, IND.

"FIREPROOF" BUILDINGS

**PETTIT'S STORAGE WAREHOUSE CO.**  
STORAGE, TRANSFER, DISTRIBUTION

Located in Center of Business District—Private siding  
We have our own truck line and are equipped to make prompt deliveries  
Member of A.W.A.—May, W.A.



## HAMMOND, IND.

**GREAT LAKES WAREHOUSE CORPORATION**

General Merchandise—Storage and Distribution

Established 1922 (Tel.—Ham'd 3780-81)  
E. C. Faure Plummer Ave. & State Line St.  
Vice-Pres. & Mgr. (Tel.—Chicago—Ent. 2200)  
FACILITIES—150,000 sq. ft., Fireproof, concrete-steel-brick const. Siding on  
IHB RR; exp. 50 cars. Located within Chicago switching district. Transit privileges.  
SERVICE FEATURES—Motor term. on premises—hourly del. to Metro, Chicago  
and suburbs.  
ASSOCIATION—Indiana Warehousemen's & American Warehousemen's, Cold Storage  
Division.

## HAMMOND, IND.

Members N.F.W.A., Allied Van Lines

**JOHNSON****Transfer and Fireproof Warehouse**

MERCHANDISE AND HOUSEHOLD GOODS STORAGE

WAREHOUSE and OFFICE: 405 Douglas Str.



INDIANAPOLIS, IND.

"Coburn Service for Efficiency"

**HENRY COBURN**  
**STORAGE and WAREHOUSE CO.**  
*Merchandise Storage, Distribution, Trucking*  
 Leased Space—Offices—Low Insurance  
 Loans on Receipts

INDIANAPOLIS, IND.

**INDIANA TERMINAL & REFRIGERATING CO.**  
 232-240 S. PENNSYLVANIA ST.  
 Tel. Riley 8661

For your Warehouse and Distribution Needs in Indianapolis and the State of Indiana.  
 Fireproof building; brick and concrete construction; sprinklered; low insurance rates.  
 Downtown location makes it ideal for—Branch Offices, Storerooms, Lease Space.

INDIANAPOLIS, IND.

**Indianapolis Warehouse and Storage Co.**  
 330 West New York St. Indianapolis, Ind.

Merchandise Warehouse, Brick, Sprinklered, 80,000 Square feet, private siding C.C.C. & St. L. Pool Car Distribution. Lease Space. Office Space.

Member of Ind. W. A. - Associated Warehouse, Inc.

INDIANAPOLIS, IND.

**Strohm Warehouse & Cartage Company**  
 230 W. McCarty St. Telephone RI. 5513

General Merchandise Cold Storage. Pool Car Distribution and Checking Out. All Merchandise on Check Out Cars Placed on Platform Ready for Delivery.

CCC & St. L. R.R. Modern Truck Equipment.

PARADE OF NEW PRODUCTS

(Concluded from page 25)

for expansion and improvements in chemical and other plants in different parts of the country, including new production units and equipment. More than \$7,000,000 of this fund will be used by Cellophane division for new plant near Clinton, Iowa, on which work is scheduled to begin soon.

Gerber Products Co., Fremont, Mich., in connection with National Baby Week, May 2-8, has developed plans for an intensive marketing drive this year, in co-operating with leading manufacturers and distributors of canned strained foods, crackers and biscuits, gelatine, corn syrup, evaporated milk, tomato and fruit juices, citrus fruits, bananas and other food products. A number of soap manufacturers are also tying in with the drive.

Kornmix, a ready-mixed cornmeal formula, has been introduced by the Skinner Manufacturing Co., Omaha, Neb. Recipes are on the box for cornbread, "Korn-Kakes," corn muffins, corn waffles, and Kornmix creamed beef shortcake.

Good Hope Brandy, a product of the South African Wine Growers' Assn., will be introduced into the American market. Following this will be the introduction of Van Der Hum cordial and a wide variety of South African wines, this as a result of a new trade agreement between the U. S. and S. Africa. These products are produced under the direct control and supervision of the government of S. Africa. Sales in the U. S. will be handled by the House of McAteer, Inc., 347 Madison Ave., New York City, of which E. McKillips is president. This firm is also agent for the Hedges & Butler line of wine and spirits.

INDIANAPOLIS, IND.

**TRIPP WAREHOUSE COMPANY**

1000 E. New York Street  
 Complete facilities for the storage and distribution of  
**MERCHANDISE**  
 PRIVATE SIDING—BIG FOUR—CONNECTING WITH ALL  
 RAILROADS—NO SWITCHING EXPENSE. TRUCK SERVICE.  
 Member A. W. A.—Ind. W. A.

Write for complete description of services to meet your individual requirements.

JEFFERSONVILLE, IND.

**FALLS CITIES TRANSFER CO., Inc.**

*Serving the Falls Cities*

Louisville, Ky., New Albany, Ind., Jeffersonville, Ind.  
 Pick-up agents for all rail, water and truck lines.  
 Merchandise Storage and Distribution. Penn. RR Siding

TERRE HAUTE, IND.

**DISTRIBUTORS TERMINAL CORPORATION**

Private R.R. Track Capacity 21 Cars connecting with all lines.  
 Merchandise Storage and Distribution a Specialty  
 Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—We do the rest. U. S. Licensed and Bonded Canned Foods Warehouse  
 License No. 12-4.

TERRE HAUTE, IND.

*Registered Under Indiana Laws*

**Terre Haute Warehouse & Storage Co.**

9½ & Mulberry Sts., Terre Haute, Ind.

Storage, Distribution and Forwarding; Household Goods  
 Crated, Packed and Hauled; Pool Car Distribution;  
 Private R. R. Switch. Phone C 2782.

CHAS. MEWHINNEY, Mgr.

CEDAR RAPIDS, IOWA

**AMERICAN TRANSFER & STORAGE CO.**

SINCE 1907

General Merchandise Warehousing and Distribution.  
 Modern Brick Warehouse, Sprinklered 80,000 Square Feet.  
 Siding on C. M. St. P. & P. Rd. Free Switching from Other Roads.  
 Motor Freight Terminal.

CEDAR RAPIDS, IOWA



Fireproof Warehouse

**Calder's Van & Storage Co., Inc.**

412 Ave. A, N.E. Cedar Rapids, Iowa

Merchandise and Household Goods Storage  
 Pool Car Distribution

Member of N.F.W.A.—Agent for Allied Van Lines, Inc.

CEDAR RAPIDS, IOWA

**CEDAR RAPIDS TRANSFER & STORAGE**

FIREPROOF WAREHOUSE  
 ALL MODERN FACILITIES FOR EFFICIENT WAREHOUSING  
 AND DISTRIBUTION OF MDSE. AND H. H. GDS.

**MOTOR FREIGHT TERMINAL**

*For Reputable Freight Lines*

DAILY SERVICE IN EVERY DIRECTION  
 FREE SWITCHING FROM ALL RAILROADS ENTERING CEDAR RAPIDS  
 Special Warehouse for Farm Machinery and Heavy Equipment

DAVENPORT, IOWA

**EWERT & RICHTER EXPRESS & STORAGE COMPANY**

At Davenport, Iowa, Rock Island and Moline, Ill.

Fireproof Warehouse on trackage. Phone Dial 3-3653.

Branch office and Warehouse service—Mississippi Valley reaching 20



Million Consumers.  
 Pool- and Stop-over Distribution.  
 Truck Terminal & Motor Truck Service.  
 Members: AWA NFWA IAWA.  
 Associated Warehousemen, Inc.  
 Agents, ALLIED VAN LINES.

For the convenience of shippers, this section is arranged geographically

## DAVENPORT, IOWA

MEMBER AMERICAN CHAIN OF WAREHOUSES

Fireproof Warehouse  
on  
C. R. I. & P. Ry.

**MERCHANTS** 428 Western Ave.  
**TRANSFER & STORAGE CO.**  
Merchandise Storage & Pool Car Distribution

MEMBERS: A.W.A.—N.F.W.A.—I.A.W.A.—Furniture Storage  
AGENTS—ALLIED VAN LINES, INC.

## DAVENPORT, IOWA

MEMBER

 **ROEDERER**  
TRANSFER AND STORAGE CO., 1460-1466 W. 4th STREET  
DAVENPORT, IOWA

Modern facilities for efficient warehousing and distribution of merchandise and household goods. Private siding. C.R.I. & P.R.R. Merchandise deliveries twice daily to Rock Island—Moline—East Moline and Silvis, Ill.

## DES MOINES, IOWA

**BLUE LINE STORAGE CO.**  
200-226 - Elm - Des Moines, Ia.

Merchandise and Household Goods Storage  
Private Siding—Free switch from any R.R. entering Des Moines

Members: A.W.A.—N.F.W.A.—I.A.W.A.—M.O.W.A.

## DES MOINES, IOWA

Member American Chain of Warehouses

Fire Proof Warehouse

**MERCHANTS** 9th & Mulberry  
**TRANSFER & STORAGE CO.**

TRY OUR SUPERIOR SERVICE  
40 years' warehousing nationally known accounts gives you Guaranteed Service  
Daily reports of shipments and attention to every detail.

## DES MOINES, IOWA


ESTABLISHED 1880

**White Line Transfer & Storage Co.**  
120 So. FIFTH AVE. DES MOINES, IOWA

Moving: Packing: Shipping, Consolidators and Forwarders  
Fireproof and Non-Fireproof Storage of  
AUTOMOBILES, INFLAMMABLES, HOUSEHOLD GOODS  
MERCHANDISE (All Kinds)  
Private Sidings—Free Switching to and from All Lines Entering Des Moines  
(Lowest Insurance)  
Member: A. W. A., Mxy. W. A., Ia. W. A., Mo. W. A.

## MARSHALLTOWN, IOWA

MEMBER

 **FIRE PROOF STORAGE CO.**  
IN THE HEART OF IOWA  
Church Street and First Avenue  
Complete Distribution, Trucking and Storage Facilities  
56,000 SQ. FT. FLOOR SPACE  
Contract Operators for All Rail Lines

## MASON CITY, IOWA

Rendering a perpetual service for your traffic needs.

Complete facilities for modern storage and every type of local or overland freight transportation. Overnight delivery by 25 motor freight lines covering 100 miles. Private railroad sidings and expert handling. Pool Car Distribution.

Ask our Service Bureau for routings, rates and shipping advice FREE.

**MASON CITY WAREHOUSE CORP.**  
MASON CITY, IOWA  
Member: A.W.A., MayW.A.

Your Clearing House of Commerce

Schenley Products Co. announces the formation of marketing policy committee, of which Marion Harper merchandising and advertising expert, is chairman.

Schenley Distillers Corp., recently introduced Belmont Bourbon Whiskey, bottled in bond, at \$23.50 a case of 12 qt. wholesale. Belmont is one of the finest Kentucky bourbons to come to 4-yr.-old maturity following repeal.

Molly-O-Corp., Merchandising Mart, Chicago, has introduced a new canned malted milk beverage for home consumption and to be marketed through grocery stores. This beverage is in the form of a fountain-type chocolate malted milk drink. The product will be introduced in May and will sell at 15 cents for 2 12-oz. tins. Two plants are now being equipped for production, one in Wisconsin and another in Vermont. Sales will be through food brokers.

Normandie Potatoes Corp., Milwaukee, Wis., in 1937 produced 2,000,000 cans of French fried potatoes (Julienne style). Distribution is now in 45 states.

Brillo Manufacturing Co., Brooklyn, N. Y., is introducing at Los Angeles, Cal., Brillo soap-filled pads. The pads are packaged in a red package. Separate pads and soap are also obtainable in the green box.

General Mills, Inc., Minneapolis, Minn., is placing on the market a corn cereal called "Cord Kix," said to contain vitamin B, vitamin C, calcium and phosphorus.

Ingersoll Products Corp., 315 Centre St., Jamaica Plain, Mass., has been organized to can molasses under private brands. Frank E. Ingersoll is president.

Summit Sweets, Inc., Jersey City, is now processing "Spanuts" into a confection distributed through grocery outlets in the better class neighborhoods in the East. This cashew nut is packaged in a square paper can container with metal top and bottom and compression lid. It is suggested as a nibble for parties and functions.

**APPELLA CORP.**, Seattle, has placed on the market a new puffed apple product, "Appella Crisps," a new unique product in a unique container. Appella Crisps, dry crisp bits of apple, is suggested as a breakfast food, as a base for quickly preparing apple sauce, apple sauce cake and puddings, or alone as a dessert served with cream. The product on exposure to air absorbs moisture which cannot be removed by heating in the oven.

International Salt Co., Scranton, Pa., is now offering to the domestic market "Sterling" salt in a gay, oval enameled metal container. This package was originally designed for the export trade. A container that protects salt in humid, tropical climates will also protect it in this country in the damp areas around lakes and near the seacoast. The package is closed by a screw cap, which, when rotated, brings in line a triangular slot in the top and metal surface below, from which the salt may be poured. Further rotation of the screw cap tightly seals the container. The new container has shelf appeal in keeping with the present-day trend to create packages which make a maximum bid for impulse sales.

Crosse & Blackwell Co., Baltimore, has recently placed on the market in 1-lb. cans, "Chesapeake Oyster Stew," which, of the many soups popular in this country, both in the home and restaurant, is one of the last to reach the market in prepared form.

(Concluded on page 67)

WATERLOO, IOWA

# IOWA WAREHOUSE CO.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of  
Merchandise, Household Goods and Automobiles

EMPORIA, KANSAS

EVERY MODERN  
FACILITY

# BAILEY'S

NEW

FIREPROOF STORAGE

MERCHANDISE — FURNITURE — COLD STORAGE

FIRE INSURANCE RATE 13c PER 100 PER YEAR

Private Siding — Free Switching — Sprinklered

HUTCHINSON, KANSAS

Aero Mayflower—A. W. A.

# CODY

Transfer & Storage Co.

Fireproof Warehouse—Merchandise and Household Goods  
Private siding — Free switching — Pool car distribution

KANSAS CITY, KANSAS

# INTER-STATE TRANSFER AND STORAGE COMPANY

FIREPROOF WAREHOUSE

18th & MINNESOTA

Packing, Moving, Storing and Shipping. Private Siding

Agent for Allied Van Lines, Inc.

L. J. CANFIELD, Proprietor

Telephone Dr. 3420

TOPEKA, KANSAS

Agent for Allied Van Lines, Inc.

# TOPEKA TRANSFER AND STORAGE Co., Inc.

Established 1880

A.W.A.

N.F.W.A.

FIREPROOF WAREHOUSES FOR MERCHANDISE & HOUSEHOLD GOODS  
TWICE DAILY TRUCK SERVICE TOPEKA-KANSAS CITY  
CITY-WIDE DELIVERY SERVICE

Private Switch Connections AT & SF, CRI & P, U.P. and M.P.  
Member of American Chain of Warehouses

WICHITA, KANSAS

A Modern Distribution and  
Warehousing Service

# Brokers Office & Warehouse Co.

Murray E. Caykendall, Gen. Mgr.

Member of American Chain of Warehouses

WICHITA, KANSAS

Write or Wire



# Cassell

TRANSFER & STORAGE CO.

WICHITA, KANSAS

Fireproof Storage and Sprinkler System

WICHITA, KANSAS



# UNITED WAREHOUSE CO'S

Merchandise Warehouses

at

TWO BIG

MARKETS



WICHITA, KANSAS

KANSAS CITY, MO.

LEXINGTON, KY.

# THE UNION TRANSFER and STORAGE COMPANY, Inc. THREE LARGE WAREHOUSES

Fireproof and Non Fireproof. Centrally Located.  
Warehouses on Private Sidings. Free Switching Charges.  
DISTRIBUTION OF POOL CARS A SPECIALTY  
MERCHANDISE AND HOUSEHOLD GOODS  
WE FURNISH MOTOR TRUCKS AND TEAM SERVICE

Member American Chain of Warehouses

LOUISVILLE, KY.

Most Centrally Located Warehouse and  
Motor Truck Terminal in Louisville



Our  
service  
is our  
Sales  
Force

With a trained personnel and modern facilities  
for rendering efficient distribution service.  
ASK YOUR CUSTOMERS HERE.

CHESTER BELL, Gen. Mgr.

KENTUCKY TERMINAL WAREHOUSE COMPANY

1101 West Kentucky St. Louisville, Ky.

LOUISVILLE, KY.

# LAMPPIN WAREHOUSE COMPANY

1409 Maple St., Louisville, Ky.

Merchandise Warehouse 50,000 square  
feet, Mill Construction, Sprinklered,  
private siding P.R.R. Distribution  
of pool cars.

LOUISVILLE, KY.

# Louisville Public Warehouse Company

25 WAREHOUSES

\$750,000 CAPITAL

Louisville Member

AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.

Gen'l Mdse.

H. H. Goods

LOUISVILLE, KY.

# Ninth Street Public Warehouse

Warehousing in all its branches

Sprinklered Buildings—Most Centrally Located with Rail and  
Truck Sidings. I. C. Railroad.

MAIN AT NINTH

ATTENTION  
SHIPPERS

Warehouse receipts can be  
used for financing. This is  
considered excellent col-  
lateral by banks and these  
assets are separately con-  
sidered.

For the convenience of shippers, this section is arranged geographically



## ALEXANDRIA, LA.

## ALEXANDRIA IN THE HEART OF LOUISIANA



Bonded Brick & Concrete Warehouse. Storing, Packing, Pool Car Distribution. Agents Aero Mayflower Transit Co. Private Sidings L.A.S., P.R.R. Ry.

## Carnahan's Transfer &amp; Storage

Member of A.W.A.—May W.A.—S.W.A.

MEMBER



WAREHOUSEMEN'S ASSOCIATION

## BATON ROUGE, LA.

L. C. STEPHENSON, Mgr.

## GLOBE STORAGE COMPANY, INC.

520 FRONT ST.

BATON ROUGE, LA.

PROMPT SERVICE

General Storage  
Merchandise Distribution  
Pool Car Handling  
Forwarding

Modern Bonded Warehouse  
Sprinkler Protected  
Railroad Siding on  
Illinois Central and Missouri Pacific

## NEW ORLEANS, LA.

R. W. DIETRICH, President

## Importers' Bonded Warehouse

(Member of A.W.A.)

and

## Bienville Warehouses Corporation, Inc.

(Member of A.C.W.)

Office, 340 Bienville St.

NEW ORLEANS, LA.

Complete Warehousing and Distribution Service for New Orleans and its territory. 200,000 square feet of storage space with track room for 30 cars at one placement. Licensed by and bonded to the State of Louisiana and the U. S. Government.

New York Representative  
MR. J. W. TERREPORTE  
250 Park Avenue  
Telephone: Plaza 3-1335

Chicago Representative  
MR. W. H. EDDY  
53 W. Jackson Blvd.  
Telephone: Harrison 1498

## NEW ORLEANS, LA.

E. B. FONTAINE, Pres. &amp; Mgr.

## Commercial Terminal Warehouse Company

INCORPORATED

## Modern Merchandise Warehouses

A dependable agency for the distribution of merchandise and manufactured products.

Storage Cartage Forwarding Distributing  
Bean Cleaning and Grading Fumigating

Office 402 No. Peters Street

NEW ORLEANS

LOUISIANA

## NEW ORLEANS, LA.

Douglas Shipline Storage Corporation  
Douglas Public Service Corporation

New Orleans, La.  
Sprinklered storage—1,050,000 square feet.  
Mdse. and Furniture.  
Switch track capacity—100 cars.  
Nine warehouses convenient to your trade.  
Loans made against negotiable receipts.  
Trucking Department operating 105 trucks.  
Insurance Rates 12c to 46c.

Represented by  
Distribution Service, Inc.  
New York Chicago  
San Francisco

## NEW ORLEANS, LA.

## NEW ORLEANS, LA.

2nd PORT, U. S. A.

All cement warehouses, low insurance, low handling costs. Located on Mississippi River—Shipside connection. Electrical unloading and piling devices provided to eliminate damage in handling.

Excellent switching connections, with all lines entering New Orleans.  
INDEPENDENT WHE. CO., Inc.  
New Orleans, La.

## NEW ORLEANS, LA.



## Standard Warehouse Co., Inc.

100 Poydras St., New Orleans, La.

Represented by ALLIED DISTRIBUTION INC. CHICAGO  
31 WEST 42ND ST. PENN. 4-0968 1525 NEWBERRY AVE. MON. 5534

Complete Warehousing Service

## SHREVEPORT, LA.

"In the Heart of the Wholesale District."

## CENTRAL STORAGE &amp; TRANSFER CO.

700-712 COMMERCE ST.

SHREVEPORT, LA.

Merchandise and Household Goods

Private siding KCS. Free switching. Pool Cars distributed. Motor fleet of 6 modern trucks. Branch office and showroom facilities. Agents of Forwarding, Carloading and Steamship companies. We can help you.

## SHREVEPORT, LA.

## Terminal Warehouse &amp; Transfer Co., Inc.

Office 629-31 Spring St.

Merchandise and Household Goods Warehouse, sprinklered, 40,000 square feet; private siding on K.C.S. Distribution of Pool Cars. Transfers Household Goods.

Member of A.W.A.—May W.A.—S.W.A.

## BANGOR, MAINE

## McLAUGHLIN WAREHOUSE CO.

Established 1875

Incorporated 1918

## General Storage and Distributing

Rail and Water Connection—Private siding

Member

American Chain of Warehouses  
American Warehousemen's Association  
National Furniture Warehousemen's Association



## PORTLAND, MAINE

## Atlantic Storage &amp; Warehouse, Inc.

P. O. Box 784

71 Kennebec Street

Warehousing and Distribution of General Merchandise except goods detrimental to foodstuffs

Modern, fireproof construction

Sprinkler system protection

Insurance rate 16½c

Free switching with all railroads

Storage in transit privilege

on flour, canned goods, potatoes, paper and paper bags

Warehouse space for rent, office or desk room





**BALTIMORE, MD.**

For Details See Directory Issue  
Distribution and Warehousing

**BALTIMORE FIDELITY WAREHOUSE CO.**  
T. E. WITTERS, President  
Baltimore's Most Modern Merchandise Warehouses  
Rail and Water Facilities  
Pool Car Distribution—Storage—Forwarding  
Private Siding Western Maryland Railway

**BALTIMORE, MD.**

**CAMDEN WAREHOUSES**

Operating Terminal Warehouses on Tracks of  
The Baltimore & Ohio Railroad Co.  
Storage—Distribution—Forwarding  
Tobacco Inspection and Export—Low Insurance Rates  
Consign Via Baltimore & Ohio Railroad

**BALTIMORE, MD.**

Thomas H. Viskery,  
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E. E. Bashmann,  
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**BALTIMORE STORAGE CO., INC.**  
N. W. Cor. Charles and 26th Sts.  
MODERN FIREPROOF WAREHOUSE. EVERY FACILITY FOR  
THE HANDLING OF YOUR SHIPMENTS.  
Exclusive Agents Maryland and Vicinity for  
AERO MAYFLOWER TRANSIT CO.  
Vans Coast to Coast Canada and Mexico

**BALTIMORE, MD.**

**FIDELITY**

**STORAGE CO.**

2104-6-8 MARYLAND AVE.

Your Clients Efficiently Served  
All Collections Promptly Remitted

**MOTOR FREIGHT SERVICE**

Household Goods Pool Car Distribution Merchandise  
Maryland Furniture Warehousemen's Association  
National Furniture Warehousemen's Association

**Baltimore's Modern Fireproof Warehouse**  
MARTIN J. REILLY, PRES. A. BERNARD HEINE, VICE-PRES.  
Agent for Allied Van Lines, Inc.

**BALTIMORE, MD.**

MAIN OFFICE: 400 KEY HIGHWAY

Agents: Allied Van Lines, Inc.

OFFERING THE MOST COMPLETE MOVING,  
HAULING AND WAREHOUSING SERVICE IN  
BALTIMORE. DISTRIBUTORS OF NATION-  
ALLY KNOWN PRODUCTS. FLEET OF  
DELIVERY TRUCKS COVERING CITY AND  
VICINITY TWICE DAILY.

U. S. Customs Bonded Draymen  
MEMBERS: M.F.W.A. • N.F.W.A. • A.T.A.



**DAVIDSON**

**TRANSFER & STORAGE COMPANY**

BRANCHES: New York City • Newark • Philadelphia • Washington

**BALTIMORE, MD.**

**McCORMICK WAREHOUSE COMPANY**

LIGHT AND BARRY  
STREETS

**BALTIMORE, MD.**

Concrete sprinklered warehouse centrally located.  
Private siding handling CL shipments via B&O,  
WM R.R. and PENN R.R. Low storage and  
insurance rates. Negotiable receipts issued.  
Pool car distribution. Motor truck service.  
Baltimore Port rates on CL via M & M T Co.,  
from New England.

**LEHIGH VALLEY AT NEW YORK**

(Continued from page 13)

1,850,000 sq. ft. of light areas of floorspace has been carefully planned to provide a maximum of manufacturing and storage advantages. Freight elevators from the freight platforms in the rail yard provide rapid transfer of goods between railroad car and tenants' space, reducing handling, trucking costs, breakage, and danger of theft. Trucks enter the building without street delay and are carried on high-speed elevators direct to any floor, where they lead or unload from convenient pits. There are approximately fifty different lines of industry located in the Starrett-Lehigh Building, chief among which are a public warehouse, the Midtown Warehouse, Inc., for domestic and bonded goods, a truckman, Storch Trucking Co., with hundreds of vehicles for handling freight, wineries with a storage capacity of close to 1,000,000 gals. of wine, etc. This wine, incidentally arrives at New York in tank cars from California and is pumped from car to storage vats.

Railroad piers are also located strategically along the East River waterfront of Manhattan. Pier 44, between Gouverneur and Jackson Streets, caters principally to the flour trade, with some lime and cement business. Pier 97, at the foot of East 47th Street, handled newspaper, furniture, and packing house products, while East 124th Street Station carries on a miscellaneous line of freight traffic.

Similar to the Starrett-Lehigh Building is another structure served by the Lehigh Valley tracks, which stands at East 144th Street and Gerard Avenue—the Bronx—The Bronx-Lehigh Building, particularly adapted to the needs of shippers for manufacturing and distribution in the Bronx, Mount Vernon, New Rochelle, White Plains, Yonkers, and other important centers of Westchester County, as well as points on Long Island.

Through the Port of New York passes half of the

**BALTIMORE, MD.**

Terminal for Southern Pacific  
Steamship Lines

**RUKERT TERMINALS CORPORATION**

1409-17 THAMES STREET BALTIMORE, MARYLAND

8 MAJOR SERVICES CO-ORDINATED—Stevedoring . . . Cargo superintendence . . . Weighing and sampling . . . Custom house brokerage . . . Forwarding . . . Warehousing . . . Poolcar distribution . . . Financing.

**BALTIMORE, MD.**

AN ASSOCIATED

**Terminal Warehouse Co.**

Operating four Modern Warehouses on tracks of  
Pennsylvania Railroad Company.

Trucking Storage  
Pool Car Distribution  
Financing Bonded Space

Founded  
1893



Resources  
\$750,000

WAREHOUSE

For the convenience of shippers, this section is arranged geographically

## CUMBERLAND, MD.

**Bennett Transfer & Storage Co.**

Main Office and Warehouses

Henderson Boulevard and Franklin St.

Day and Night Phones 3060



Furniture and Merchandise Warehousing  
Pool Car Distribution and Forwarding  
Member of N.F.W.A. Agents for Allied  
Van Lines, Inc.

## BOSTON, MASS.

**SHIPPING TO BOSTON?**

Use our complete facilities for  
the expert handling of house-  
hold goods.

Modern equipment for lift vans  
and containers.

**T. G. BUCKLEY COMPANY, 690 DUDLEY ST., BOSTON**  
ESTABLISHED 1890—FIFTY-SEVENTH YEAR.

Members—N.F.W.A.,—Mass. F. W. A.,—A.V.L.,—Can. W. A.

## BOSTON, MASS.

**CLARK-REID Co., INC.**GEO. E. MARTIN, *President*GREATER **BOSTON** SERVICE

HOUSEHOLD GOODS STORAGE—PACKING—SHIPPING



OFFICES { 380 Green St., Cambridge  
83 Charles St., Boston

Mass. F.W.A. Conn. W.A. N.F.W.A. A.V.L.

## BOSTON, MASS.

**CONGRESS STORES, Inc.**

38 STILLINGS ST.

PERSONAL  
SERVICE

GENERAL  
MERCHANDISE STORAGE

CENTRAL  
LOCATION

Pool Car Distribution

Sidings on N. Y., N. H. &amp; H. R. R.

Protected By  
A.D.T. Service

Member  
Mass. Warehousemen Assn.

## BOSTON, MASS.

Established 1896

PACKING MOVING

**DUNN CO.**

STORING SHIPPING

COMPLETE WAREHOUSING FACILITIES  
CONTAINER SERVICE

48 Bromfield St. Member Mass. W. A. May, W. A. 3175 Washington St.

entire foreign commerce of the United States. There is no port in the world where so many great steamship lines send their largest ships. It is but natural that New York—and by New York is meant not only the greater city but also its important and thriving neighbors on New York Bay and adjacent waterways—should find it necessary to keep pace with other American ports that its place as the premier gateway of the nation be maintained. As a result, many interests in recent years have developed important facilities of a character calculated to increase the efficient handling of the freight business of the harbor.

Practically within the shadow of lower New York the Lehigh Valley has built a rail and water terminal which is known as Claremont Terminal and is situated in the Greenville section of Jersey City, easily accessible from New York, Brooklyn, Newark, Bayonne and other nearby cities. The site is especially advantageous from a standpoint of navigation because the berthing space for ships is on a direct line from the Narrows, which connects the upper and lower portions of New York Bay, and makes possible docking without the aid of tugs. No berthing charges are assessed at the terminal.

Only the first unit of the terminal has been completed and is now in operation. It is two-thirds of a mile in length, and water draft of 35 ft. means low tide, which affords easy berthing for the largest steamer's afloat. An open dock of large capacity, equipped with a 30-ton electrically operated gantry crane, capable of handling the heaviest shipments, has been installed. This open dock has facilities for handling logs, timber, machinery, china clay, rails, marble, granite and stone, structural iron and steel, automobiles, and the like. Freight can here be handled direct from the steamers to cars, or placed on the ground for storage.

There is also a double-deck storage warehouse and pier with an average of 600 cars. The warehouse is 1,000 ft. long and 127 ft. wide. It is absolutely fire-proof, being constructed of steel, concrete, and wire glass, and is divided into four compartments, each of which may be operated independently of the other. There are four 5-ton elevators operating between the upper and lower floors of the building. There are also other facilities for prompt handling and for storage of freight. This warehouse is particularly adapted for the storage of such commodities as coffee, burlap, aluminum, castor beans, cocoa beans, crude rubber, antimony metal, nuts, soda, nails, hemp, books, paints, newsprint paper, flour, gums, pig tin, dye stuffs, flint pebbles, fuller's earth, canned goods, grain products, rice, sisal, seeds, spices, wood pulp, rubber goods, tanner's extracts, etc. Two tracks serve this warehouse and are depressed so that the floor is on a level with the car floor.

An ore dock is also there for the benefit of those shipping or receiving ore and similar bulk freight. This is equipped with unloaders of 15-ton and 5-ton capacity, electrically operated and able to load 400 cars from boats every 24 hours. The terminal is equipped with two stand pipes, one 4-in. and one 6-in., used for pumping from tank barges to tank cars vegetable oils and black strap molasses.

### New Plan for Dock Receipts, Lading Bills

THE Matson Navigation Co. in its Hawaiian service is relieving shippers of the necessity of preparing ocean bills of lading through a new system of dock receipts and bills of lading.

Under this system, a dock receipt will be required to accompany each separate shipment to the dock. Space is shown on the dock receipt for shipping instructions which will enable the Matson company to prepare shippers' bills of lading.

**BOSTON, MASS.**

**FEDERAL WAREHOUSE, INC.**

34-38 MIDWAY ST., BOSTON, MASS.  
Storage Capacity, 100,000 Sq. Ft.

Low insurance rate, direct track connection N. Y., N. H. & Hartford R. R.  
General Merchandise, Storage and distribution. ADT Protection System. Nego-  
tiable and Non-negotiable warehouse receipts. Space reserved for merchandise  
requiring non-freezing temperature.

**Pool Car Shipments — Auto Truck Service**

William F. Heavey, President and General Manager  
Member American Warehousemen's Assoc.

**FALL RIVER, MASS.**

**Mackenzie & Winslow,  
Inc.**

78 Fourth St.

**General Merchandise**

STORAGE AND DISTRIBUTION—POOL CAR SHIPMENTS  
DIRECT N. Y., N. H. & H. R. R.—MEMBERS A. W. A.

**BOSTON, MASS.**

CHARLES RIVER STORES  
131 Beverly Street  
Boston and Maine R. R.

ALBANY TERMINAL STORES  
137 Kaseand Street  
Boston and Albany R. R.

DIVISIONS OF

**FITZ WAREHOUSE**

AND

**DISTRIBUTING CO.**

**GENERAL MERCHANDISE STORAGE**

Free and Bonded Space — Pool Car Service

Successors to

FRANCIS FITZ CO. AND THE GENERAL  
STORAGE DIVISION OF QUINCY MARKET  
COLD STORAGE AND WAREHOUSE CO.

Rail and Motor Truck Deliveries to All Points in New England

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**600,000 Sq. Ft. FLOOR SPACE**

MODERN BUILDINGS COMBINED  
WITH A COMPLETE SERVICE FOR  
THE STORAGE AND DISTRIBUTION  
OF GENERAL MERCHAN-  
DISE.

STORAGE AND INDUSTRIAL SPACE  
FOR RENT OR LEASE

Furniture Storage, Packing & Shipping

**NEW BEDFORD STORAGE WAREHOUSE CO.**

MAIN OFFICE — 152 FRONT STREET



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**Hoosac Storage and Warehouse Company**

Lechmere Square, East Cambridge, Mass.

**FREE AND BONDED STORAGE**

Direct Track Connection B. & M. R. R.

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Hoosac Stores, Hoosac Docks, Charlestown, Mass.

Warren Bridge Warehouse, Charlestown, Mass.

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**T. ROBERTS & SONS, INC.**

Local and Long Distance Furniture Moving

Fireproof Storage Warehouses

Household Goods Storage — Packing — Shipping

Merchandise Storage and Distribution

Pool Car Distribution

DIRECT R.R. SIDING

B. & A. R.R. OR ANY R.R.

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**MERCHANTS WAREHOUSE CO.**

453 COMMERCIAL STREET

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Free and Bonded Storage

Union Freight Railroad

A. W. A.

M. W. A.

**BOSTON, MASS.**

**WIGGIN TERMINALS, Inc.**

50 Terminal St.

Boston (29)

Mass.

**STORAGE**

R. & M. R.R.  
Mystic Wharf,  
Boston

N. Y., N. H. & H. R.R.  
E. Street Stores  
South Boston

**BOSTON, MASS.**

ESTABLISHED 1830

**D. S. WOODBERRY CO.**

P. O. BOX 57, NORTH POSTAL STATION, BOSTON

Largest Pool Car Distribution Specialists for New England

**TRUCKING & STORAGE**

BOSTON & MAINE R.R. SIDING

**SPRINGFIELD, MASS.**

E. G. Mooney, Pres. R. C. Reardon, Mgr.

**Hartford Despatch and Warehouse Co.**

214 Birnie Avenue



STORAGE AND DISTRIBUTION DAILY THROUGHOUT CON-  
NECTICUT AND MASSACHUSETTS. PRIVATE SIDING.  
SPECIAL FACILITIES FOR MOVING, PACKING AND SHIP-  
PING OF HOUSEHOLD EFFECTS. WAREHOUSES AT  
BRIDGEPORT, CONN., AND HARTFORD, CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.F.L.



**FALL RIVER, MASS.**

**BOSTON, MASS.  
NEW BEDFORD, MASS.  
PROVIDENCE, R. I.  
NEWPORT, R. I.**

Direct R. R. Siding N. Y., N. H.  
& H. R. R.

**Keogh Storage Co.**

Gen. Offices: Fall River, Mass.

Gen. Merchandise Storage

and Pool Car Distribution

Local and Long Distance Trucking

**ATTENTION  
WAREHOUSEMEN**

Just as surely as you are  
now reading this small an-  
nouncement, so are hundreds of  
your prospects reading it. Do you  
know how little this space costs?

For the convenience of shippers, this section is arranged geographically



## DETROIT, MICH.

**Central Detroit Warehouse**

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

**Michigan Terminal Warehouse**

Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

**Central Detroit Warehouse Co.**

Fort and Tenth Streets, Detroit, Mich.

New York, N. Y.—250 Park Avenue—Room 820  
Chicago, Ill.—40 W. Jackson Blvd.—Room 1010

## DETROIT, MICH.

**DETROIT HARBOR TERMINALS, INC.**

"Cold Storage Service for any Commodity"

**AIR CONDITIONED COOLERS**

provided with complete regulation of temperature and humidity for fruits, vegetables and produce.

**PENNINGTON SYSTEM EGG ROOMS**

with automatic controls of temperature, humidity and ozone concentration.

**FREEZER SERVICE**

Special rooms for storage of fish. Special attention to cold pack or quick frozen fruits and vegetables.

**TRANSIT ARRANGEMENTS**

for produce, fish, apples, fruits, milk and many other products.

**TRAINED PERSONNEL**

insures careful handling, use of proper temperatures, segregation of goods and promptness in filling your orders.

"The House of Personal Service"

4461 W. JEFFERSON AVE., DETROIT, MICH.

## DETROIT, MICH.

Est. 1935 L. J. McMillan, Gen. Mgr.

**COMMERCIAL WAREHOUSE, INC.**

1965 PORTER ST. AT VERMONT

Located in the heart of Detroit's wholesale and jobbing districts. Private siding & car capacity on the Mich. Cent. R. R. U. S. Int. Revenue and Customs bonded pool car distribution. Motor Freight Terminal. Storage and office space for lease. Represented by Distribution Service, Inc.

## DETROIT, MICH.



Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New  
Ultra-Modern  
Plant

Trunk Line  
Terminal  
Complete Service

Continent-wide Connections

## DETROIT, MICH.

**Henry & Schram Storage & Trucking Company**

"The Warehouse of Service"

MERCHANDISE STORAGE—GENERAL TRUCKING  
CAR LOAD DISTRIBUTION



Private Siding on  
Wabash—Canadian Pacific—Pennsylvania—Pere Marquette Railways

A.D.T. Aero Automatic Fire Alarm and  
A.D.T. Burglary and Fire Protection  
"Your Interests Are Always Ours"

1941-63 W. Fort Street  
DETROIT, MICHIGAN

## DETROIT, MICH.

**HEWSON WAREHOUSE CO., INC.**

803 Lawndale Ave.

**GENERAL MERCHANDISE STORAGE**

Let us solve your warehouse problems in this section—Specialized Personal Service—We own and operate our own fleet of motor trucks—Distribution.



DETROIT, MICH.

**John F. Ivory Stge. Co., Inc.**

MOVING—PACKING—SHIPPING  
STORAGE—PRIVATE SIDING

6554 Hamilton Ave., Detroit, Mich.

DETROIT, MICH.

**JEFFERSON  
TERMINAL WAREHOUSE**

Detroit 1900 E. Jefferson Ave. Michigan

**MERCHANDISE WAREHOUSING  
and DISTRIBUTION**

Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

**Port of Stockton Demands  
Terminal Rates and Parity**

THE Maritime Commission at San Francisco recently opened its hearings on the application of the Port of Stockton for terminal rates and parity with coastal harbors. San Francisco steamship interests, representatives of the Stockton port and numerous San Joaquin Valley shippers were called to testify before Robert N. Furniss, commission examiner. The story of Stockton's drive to prevent discrimination by off-shore shipping lines was reviewed.

The port and valley shippers protested an extra cargo charge of \$1.65 per ton which ship lines levied against the port as compensation for making the 80-mile trip inland from San Francisco Bay up the San Joaquin River. Valley shippers, headed by the big Sun-Maid Raisin Co., made a plea for terminal rates, contending they lost several hundred thousand dollars because they were forced to ship goods to the seaboard while they might have shipped direct from the inland harbor.

In some cases, the port complaint said, Stockton's harbor, a Federally improved project, was ignored by ship lines in violation of the 1936 Shipping Act. Stockton port spokesmen stressed the importance of Stockton's continuance as a seaport since considerable Federal funds have been spent in building up the harbor. San Francisco shipping men testified that the granting of terminal rates would be "another blow to the Port of San Francisco" without accomplishing the results desired by valley shippers.

**New Port Rising in Mountains; Bonneville Dam To Remake The Dalles**

TWO hundred miles from the sea, high in a frame of mountain walls, there stand great docks and piers, vast ocean freight terminals, all the equipment of a great ocean port.

When the ship lock at Bonneville Dam, blocking the Columbia River forty-four miles below The Dalles, opened Jan. 10, the United States had a great new ocean port, a new deep-water outlet for the wheat, fruit, and timber of the Columbia River basin.

The great dam at Bonneville is adding 28 ft. to the depth of the river at The Dalles, and creating a 35-ft. channel from the Bonneville ship lock to The Dalles.

DETROIT, MICH.

**LEONARD-DETROIT  
STORAGE CO.**

Established 50 Years

**STORAGE WAREHOUSES  
ALL OVER DETROIT**



Local and Long Distance Removals  
Foreign and Domestic Shipping

Main Office

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Telephone Trinity 2-8222

DETROIT, MICH.

"Located Heart Jobbing District"

**RIVERSIDE STORAGE & CARTAGE CO.**

Cass and Congress Sts., Detroit, Mich.

54 Years' Satisfactory Service

HOUSEHOLD GOODS AND MERCHANDISE STORAGE  
MOVING—PACKING—SHIPPING  
PERSONAL SERVICE GUARANTEED

Members A. W. A.—N. F. W. A.

DETROIT, MICH.

Completely  
Servicing  
**GREATER  
DETROIT**  
United States Warehouse Company  
1448 WABASH AVE.  
United States Cold Storage Corp.  
Chicago -- Dallas -- Detroit -- Kansas City.  
UNITED STATES  
COLD STORAGE  
CORPORATION  
CHICAGO DALLAS DETROIT KANSAS CITY

DETROIT, MICH.

Members N. F. W. A.

**Wolverine Storage Company, Inc.**

11850 E. Jefferson Ave.

**STORAGE AND MOVING, PACKING AND SHIPPING**

Agent for Allied Van Lines, Inc.

## FLINT, MICH.

**CENTRAL WAREHOUSE CO.**

WATER AND SMITH STS.

**COMPLETE WAREHOUSING SERVICE**

SPRINKLERED RISK G. T. TRACKAGE

## GRAND RAPIDS, MICH.

**A COMPLETE WAREHOUSING AND  
DISTRIBUTING SERVICE****COLUMBIAN STORAGE & TRANSFER CO.***Approximately 75% of All Commercial Storage  
in Grand Rapids Handled Thru Columbian*Represented by  ALLIED DISTRIBUTION INC. CHICAGO  
NEW YORK 12 WEST 42ND ST. PHIN 4-0948 1525 NEWBERRY AVE. MON 3031

## JACKSON, MICH.

*"In Union there is Service"***UNION TRUCK AND STORAGE CO.**

Established 1860

516-522 No. Jackson St.

Jackson, Mich.

Merchandise Storage. Private Siding. Located on N. Y. C. R.R. Tracks.  
Completely Sprinklered. Low Insurance Rates. Pool Car Distribution.  
Covered Truck Docks.

Agents Allied Van Lines, Inc.

## LANSING, MICH.

*"Center of Michigan"***FIREPROOF STORAGE CO.**

SERVICE—SAFETY—SATISFACTION—GUARANTEED

**MOVE—PACK—CRATE—TRANSFER****FIREPROOF WAREHOUSE—PRIVATE SIDING**

Merchandise Storage—Pool Car Distribution

Member of A. W. A.

## LANSING, MICH.

**LANSING STORAGE COMPANY**The only modern fireproof warehouse in  
Lansing exclusively for household storage.**RUG—TRUNK—SILVER VAULTS****WE KNOW HOW**

440 No. Washington Ave.

(Member of Allied Van Lines, Inc.)



## SAGINAW, MICH.

**BRANCH HOUSE SERVICE****... AT WAREHOUSE COST**

- It is possible here to secure the same high-grade service you would expect in your own branch warehouse, but at less expense and without worry or trouble.
- Saginaw is a distribution point for Northeastern Michigan. Every merchandise warehouse facility is available at Central-Warehouse Co.
- Merchandise storage, cartage, pool car distribution, daily direct service to all points within 75 miles by responsible carriers.

**CENTRAL-WAREHOUSE CO.**1840 No. Michigan Avenue  
SAGINAW, MICHIGAN**ATTENTION  
SHIPPERS**

Local traffic matters are studied and freight shipments given best routing. Ordinarily, it is difficult for the most efficient traffic department to know all changes in distant parts of the country.

Soon ocean-going ships will be able to load there. River craft will be able to navigate many miles upstream, for far above the Grand Coulee Dam is also regulating the river. Between them, they will open eastern Oregon and Washington and western Idaho to river and ocean traffic.

Already a 1000-ft. public marine freight terminal stands at The Dalles, as it has stood all during the past summer. Then it was a strange sight, high and dry on the hillside above the river, before the gradually rising water began to approach it.

Private interests are also building an oil terminal for unloading gasoline from the California wells and refineries. Western pine from The Bend area can be shipped down river direct to ocean ships. Farm implements coming in and wheat going out, plus the loading of fruit directly on refrigerator ships, are among the expected advantages of the new port.

Five miles above The Dalles, Celilo Falls stretch across the Columbia. They are high enough to make an end of the lake that is backing up behind Bonneville Dam. But above these falls the river channel is being improved by blasting and removing the obstacles, so that river steamer traffic will be easier and safer. The "back-up" at The Dalles itself eliminates one of the worst hazards in the river, including the treacherous Three-Mile Rapids, which have wrecked several river steamers and which will be completely submerged. So will the famous Cascade Rapids, 2 miles above the dam.

The ship lock which will soon be opened at Bonneville is the largest single-lift passage in the world for ocean-going vessels. Each ship must be raised 63 ft. at ordinary low water in the lock, which is 500 ft. long and 75 ft. wide.

### Waterman Steamship Cuts Time on New Orleans-Tampa Run

The Waterman Steamship Corp. inaugurated an improved passenger and freight service from New Orleans to Mobile, Tampa and Puerto Rico on Jan. 4, when larger and faster Hog Island type vessels were placed in service to replace the three formerly plying between these ports.

The new vessels are 401 ft. long, 8,000 dead weight tons, with a speed of 13 knots per hour. The vessels formerly used in the service had a speed of only 7 knots.

Sailings from New Orleans are each Saturday. The new vessels reach San Juan, Puerto Rico, in 5 days in comparison with the former running time of 6½ to 7 days.

### I.C.C. Reopens Rail-Water Pick-Up & Delivery Inquiry

The Interstate Commerce Commission has ordered reopened its docket 4380 investigation into receipt and delivery service in connection with the handling of rail-water traffic. The eastern and southern railroads who were involved in the proceedings voluntarily authorized the commission to indefinitely defer the effective rate of its order to permit reinvestigation and reconsideration.

Steamship lines operating between Gulf, South Atlantic and North Atlantic ports declared that the findings of the commission which deprived them of pick-up, delivery and lighterage service in connection with traffic moving on through rates to interior points would totally invalidate the benefits of rail-water handling as opposed to all-rail handling. The interstate commerce commission in its findings declared that it had no authority to order the railroads to provide accessorial services on rail-water shipments.

## MANKATO, MINN.

**BEN DEIKE****Transfer and Storage***We Guarantee Safety, Security and Satisfaction*

General office, 417-419 Poplar St.

Merchandise and Household Goods — Bonded Warehouses  
Long Distance Truck Service—Your Goods Insured in Transit

## MINNEAPOLIS, MINN.

**ANCHOR WAREHOUSE, Inc.****BONDED - FIREPROOF WAREHOUSE**Exceptional Facilities—Modern Offices  
Efficient Service, Free Switching from All Railroads  
Ideally located in the heart of the Wholesale  
and Shipping District  
Offering a complete Warehousing and Distribution Service  
Inquiries Solicited

730-740-750

Washington Ave., North

## MINNEAPOLIS, MINN.

"Lowest Insurance Rate in Minneapolis"

1904

*Minneapolis*

1938

**Van & Warehouse Co.**Complete Storage and Distribution Service  
Located in the Center of the CityPool cars solicited.  
No storage charge  
to carriers.

Office and Lease Space

Member: Minn. Whse.  
Assn., NFWA-AVL.

## MINNEAPOLIS, MINN.

**Complete Facilities**

- To serve Minneapolis and St. Paul. Only a short distance from the metropolitan section of each city.
- Here is a merchandise warehouse that is U. S. Custom and State Bonded . . . Sprinklered throughout . . . Private railroad sidings . . . Store door delivery . . .
- Pool cars distributed . . . Complete motor equipment, including: 15 trucks, 10 tractors and 35 semi-trailers . . .

**NORTHWESTERN TERMINAL CO.**

600 Sisson Blvd. Minneapolis

Member: MINNEAPOLIS N. W. A.

## MINNEAPOLIS, MINN.

**KEDNEY****WAREHOUSE COMPANY***Complete Distribution Service*

## MINNEAPOLIS

617 Washington Ave., N.

Operating 200,000 square feet of modern, low insurance rate space. Protected by A.D.T. fire alarm system. Private railroad sidings on G.N. and C.B.&amp;Q. Motor trucks for prompt store-door delivery.

## ST. PAUL

8th &amp; Johns St.

Operating 150,000 square feet of modern reinforced concrete space, with sprinkler protection. Private railroad sidings on G.N. and C.B.&amp;Q. Motor trucks for prompt store-door delivery.



ST. PAUL, MINN.

ST. PAUL, MINN.

## MINNEAPOLIS, MINN.

# Organized for Service

Three splendid warehouses, operating individually but under one general management with the same capable executives identified with the successful conduct of this business since its founding. Three separate organizations that can be used singly or in combination to efficiently warehouse and distribute your merchandise in the large Northwest market.

Three locations in the Twin Cities. One virtually on the boundary line between Minneapolis and St. Paul, and one in the very heart of each city, enable us to offer "triple service" in this thriving and important market.

"Triple service" is more than three strategic locations, however. Let us tell you more about it. Your inquiry is cordially invited.

**ST. PAUL TERMINAL WAREHOUSE CO.**  
425 East 8th Street, St. Paul (Downtown Jobbing District)

**MIDWAY TERMINAL WAREHOUSE CO.**  
2295 University Avenue, St. Paul (Minnesota Transfer Industrial District)

**MINNEAPOLIS TERMINAL WAREHOUSE CO.**  
618 Washington Avenue, N., Minneapolis (Downtown Jobbing District)

Members: American Warehousemen's Assn. Represented by: Associated Warehouses, Inc., New York and Chicago



For the convenience of shippers, this section is arranged geographically



## MINNEAPOLIS



- Perform all services of a local branch.
- Alert, trained personnel.
- Complete facilities for small factories or assembling plants.
- 20 buildings, over 1,000,000 Square Feet.
- More than 100 motor trucks.
- Consign via any R.R.

*Play Safe,  
Seek "SECURITY"*

SECURITY is the oldest and best known in Minneapolis, yet is proud of its alert flexibility that can adjust instantly to a client's needs. SECURITY is the largest in Minneapolis, yet is just as painstaking with an LCL as with a 20 car shipment.

Naturally, you'll find here every physical service you require, plus an honest desire to do more than is expected of us.

# SECURITY

**WAREHOUSE CO.**

334 NORTH FIRST ST. MINNEAPOLIS MINN.

## MINNEAPOLIS, MINN.

**MERCHANDISE STORAGE**

For Distribution Throughout the Entire Northwest  
200,000 Square Feet—Free Switching—Centrally Located  
—Bonded—Fireproof—Milwaukee, Minneapolis, and St.  
Louis Trackage

100 trucks available for pick up and delivery service.

**UNITED WAREHOUSES, INC.**

708 South Third St.

Minneapolis, Minn.

**FitzGerald's Have Twins**

Warehousemen are accustomed to doing things in a large way. J. F. FitzGerald, well-known warehouseman, general manager of the Queensboro Storage, Jamaica, L. I., New York, has become the proud father of twin boys, born April 12 at the Memorial Hospital, Jamaica. Both Edward, Arthur and the mother are doing well.

**Frederic B. Studwell**

FREDERIC B. STUDWELL, former vice-president of the Bush Terminal Co., died of pneumonia April 1 at his home in Avon Park, Fla. He was also an author, and under the pseudonym of Harry Romanic, contributed to the old "Life" and other humorous publications. He was the son of the late Leander and Caroline Studwell, members of a family identified with South Salem, N. Y., and had a summer home at Lake Waccabuc, N. Y.

**Kerr Heads Central N. Y. Warehousemen's Club**

At a recent meeting of the Central New York Warehousemen's Club, held in Syracuse, Stanley E. Kerr, John B. Southee, Inc., Binghamton, was elected president. Other officers elected were, A. C. Rice, A. C. Rice Storage Corp., Elmira, vice-president; Karl G. Schuman, Great Northern Warehouses, Inc., Syracuse, treasurer; Ken Conklin, E. W. Conklin & Son, sec.

## ROCHESTER, MINN.

903 6th St., N. W.

Phone 5236

**CAREY TRANSFER & STORAGE**

**Bonded Warehousemen**  
Complete Warehouse Facilities for Storage & Distribution  
**MERCHANDISE**

Experienced Organization and Equipment for  
**MOVING, PACKING AND STORING**  
**HOUSEHOLD GOODS**  
Modern Buildings. Private Siding CGWR Co.  
**MOTOR TRUCK SERVICE**

Assoc. Minn. N.W.A.—Mayflower Warehousemen's Assn.

## ST. PAUL, MINN.

# CENTRAL

.... MEANS IN THE CENTER



Represented by  
**DISTRIBUTION  
SERVICE, INC.**

219 E. N. Water St.  
CHICAGO  
Phone: Superior 7186

100 Broad St.  
NEW YORK CITY  
Phone:  
BOwling Green 9-0986

625 Third St.  
SAN FRANCISCO  
Phone: Sutter 3461



And Central Warehouse Company's name is most appropriate. Twelve minutes is the actual trucking time from our warehouses to the heart of each thriving city! An ideal location to serve both cities and the Northwest from ONE stock with utmost speed and economy.

An ideal location for your mid-western branch office... where you can enjoy complete facilities and service without investment. A.D.T. watchman supervision. Storage of all kinds. One building is devoted to cold storage exclusively.

Direct connections with all lines entering the Twin Cities. Extensive trackage and free switching. No drayage charges on rail shipments. No telephone tolls from either city. Pool cars distributed. Local truck delivery. Negotiable receipts. State bond \$50,000.00. \$2,000,000.00 investment.

**CENTRAL WAREHOUSE COMPANY**

739 Pillsbury Avenue

St. Paul, Minnesota

Phone: Westor 2831

## WINONA, MINN.

MEMBER



WAREHOUSEMEN'S  
ASSOCIATION

**Hodgins Transfer & Storage Co.**

**Bonded**

Merchandise & Household Goods Pool Car Distribution. Sales Representation. Private Siding. Motor Freight Service to LaCrosse, Wis. & Connections with Twin Cities & Chicago.

Office 120 W. 2nd St.

## JACKSON, MISS.

MEMBER



WAREHOUSEMEN'S  
ASSOCIATION

**RICKS STORAGE CO.**

**BONDED WAREHOUSEMEN**

Complete Warehouse Facilities for Storage and Distribution  
**MERCHANDISE**

Experienced Organization and Equipment for  
**MOVING, PACKING AND STORING**  
**HOUSEHOLD GOODS**

Modern Buildings, Sprinklered, Private Siding ICRR Co.  
Low Insurance Rate  
**MOTOR TRUCK SERVICE**

## VICKSBURG, MISS.

**Z. B. Schwarz & Company**

THE WAREHOUSE WITH A BONDED REPUTATION FOR  
**QUALITY SERVICE.**

Centrally Located to Serve Louisiana, Arkansas and Mississippi  
MODERN, SPRINKLERED BUILDING, MOTOR FREIGHT DEPOT, PRIVATE  
SIDINGS I.C.R.R.

Let us refer you to some of the Nationally Known Manufacturers whom  
we have served for a number of years.

Our Location on the Mississippi River Gives You Advantages of Low Water Rates.  
**MAXIMUM SERVICE AT MINIMUM COST.**



## JEFFERSON CITY, MO.

Transportation—Warehousing

**COLE MOTOR SERVICE, Inc.**

Central Missouri's only Fireproof Warehouse

Moving - Packing - Crating - Storage

Daily freight service to 100 Central Missouri towns South of the Missouri River.  
Member of N.F.W.A.—Mo.W.A.—A.V.L.—A.T.A.

## JOPLIN, MO.

**SUNFLOWER LINES, INC.**

Successors to Tonnies Transfer &amp; Storage Co.

1027-41 Virginia Ave.

Joplin, Mo.

Distribution and storage of merchandise  
Fireproof warehouses—Motor van service  
On railroad siding—Lowest Insurance rates**PACKING—STORAGE—SHIPPING**

## KANSAS CITY, MO.

In Kansas City

**it's the A-B-C FIREPROOF WAREHOUSE CO.**

Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.

Three Fireproof  
Constructed WarehousesAgents  
Allied Van Lines, Inc.**PRODUCTS ON PARADE**

J. Chein &amp; Co., Harrison, N. J., has plans under way for advertising in newspapers, magazines and trade papers for "Melody Player" a new musical toy.

Plans are under way at Crossville, Tenn., for the establishment of a new industry to manufacture sweaters and underwear, according to information released by J. S. Reed, vice-president, Crossville Exchange Club. The new industry will employ approximately 200 operatives. All details have not as yet been worked out.

PLANS are now being formulated by two Maine packers to commercialize as a new Maine sea-food a small shellfish which has hitherto been used principally as fish bait. Whelk, or "winkles" as they are more commonly known, are found in large numbers along the Maine coast. The new packing plant now being equipped in Jonesport, as far as known, will be the only establishment of its kind in the United States. Laboratory tests reveal a higher protein content than either clams or oysters.

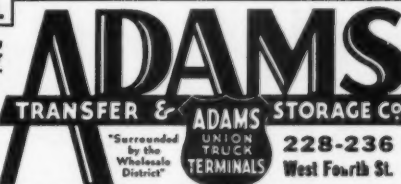
Hunter Baltimore Rye is using a private brand of cigarette made specially for Jules Carter, president of the company, for promotional purposes and is proving highly successful, according to Gardner Advertising Co., which has the Hunter account. It is packaged in a black, red and white container with the Hunter trademark. The cigarettes are being distributed to bars by the company salesmen, and if offered for sale to the public will sell for around \$1.20 a carton or 15 cents a pack.

WESTFIELD PLANTERS' COOPERATIVE PRODUCE, INC., Westfield, N. Y., and the American Can Co., for the first time in the history of the grape juice industry, have successfully devised a process for lining metal cans so that they can be used for grape juice. The Westfield company has installed new stainless steel machinery and equipment at its plant in Westfield, capable of filling, sealing and packing 150 cans per minute. The operation on each can is completed in 2 minutes as compared with 1 hr. required for bottles going through a similar process.

For the convenience of shippers, this section is arranged geographically

## KANSAS CITY, MO.

Merchandise Storage - Low Insurance Rates - Pool Car Distribution - Freight Forwarders and Distributors via rail or daily motor service to entire Southwest.

MEMBER OF  
American Chain of Warehouses  
American Warehousemen's Association - Traffic Club  
Chamber of Commerce


**ADAMS**  
TRANSFER & STORAGE CO.  
"Surrounded by the Wholesale District"  
UNION TRUCK TERMINALS  
228-236  
West Fourth St.

## KANSAS CITY, MO.

50TH YEAR

**CENTRAL STORAGE CO.**

Efficient, Complete Merchandise Warehousing Service

Office—1422 ST. LOUIS AVE.

(West 10th Street)

In Center of Wholesale and Freight House District

## KANSAS CITY, MO.

Financing

**CROOKS TERMINAL WAREHOUSES**

"Kansas City's Finest Warehouses"

LOWEST INSURANCE RATES  
BEST RAILROAD FACILITIES  
IN THE HEART OF THE FREIGHT HOUSE AND WHOLESALE DISTRICTOperating  
Brokers' Warehouse, Security Warehouse, Terminal Warehouse

## KANSAS CITY, MO.

**MERCHANDISE WAREHOUSES, Inc.**

933 Mulberry St.

Operating 240,000 sq. ft. fireproof, sprinkler equipped space; 14-car sidings; Insurance rate—9c; dockage for 30 trucks; free switching, free pickup and delivery to and from freight houses; local, regional and storage-in-transit service.

Nation Wide Connections

## KANSAS CITY, MO.

Member—A.W.A.—N.F.W.A.

**W. E. Murray Transfer & Storage Co.**Pool car distribution - Financing of Stocks  
Modern Fireproof buildings on switch track  
Shipments forwarded without drayage charge

Kansas City's most advantageous warehouse locations

Main Office: 2019 Grand Avenue See listing for details

Agent, Allied Van Lines, Inc.

## KANSAS CITY, MO.

Established 1903

**THE ONLY WAY  
TRANSFER &  
WAREHOUSE CO.**

1400-10 St. Louis Ave.

Two Merchandise Warehouses — Cartage

**POOL CAR  
DISTRIBUTION**  
Our Specialty

## KANSAS CITY, MO.



WICHITA, KANSAS



KANSAS CITY, MO.

**UNITED  
WAREHOUSE CO'S**

Merchandise Warehouses

2  
TWO BIG  
MARKETS

## KANSAS CITY, MO.

**WALNUT STORAGE**RIGHT IN THE MIDST OF BUSINESS  
EVERYTHING YOU NEED IN KANSAS CITY  
Building—Location—Trackage—Service—  
Organization

2020 Walnut St.

Kansas City, Mo.

# COMPLETE

• A one-word description of our service, which includes not only every phase of modern warehousing and distribution, but even an information bureau, maintained to furnish data on territorial as well as local market conditions and distribution problems.

Consign cars to yourselves in our care via any railroad entering the city. Terminal Railroad Association delivery: Reciprocal Switching.

**S. N. LONG WAREHOUSE**  
ST. LOUIS, MO.

USE  
**LONG SERVICE**  
from shipper  
to market

**COMPACT  
COMPLETE  
COMPETENT**

## ST. LOUIS, MO.

### Most modern warehouse set-up in St. Louis

Lowest Insurance Rates      Twenty-five acres of space  
Consolidated freight depot in our building, serving all 15  
eastern, western, southwestern trunk lines.  
Covered railroad docks, capacity 100 cars daily.  
Spacious truck docks facing wide streets to speed up service  
locally and beyond.  
State and U. S. Custom bonded.  
Twenty floors office space in connection.  
Our prices comparable with other warehouses in this territory.  
Storage available on lease or tariff basis.

### ST. LOUIS MART INC.

Warehouse Division.  
12th Blvd. at Spruce St.      St. Louis, Mo.

## ST. LOUIS, MO.

### "SERVICE THAT EXCELS"

Six warehouses in metropolitan St. Louis for your distribution.  
Our facilities include a warehouse in East St. Louis, Illinois, ideal for  
serving the large territory on the East Side.  
Dock facilities at Warehouse No. 6, located on Mississippi River—  
Exclusive with us in St. Louis.  
Liquor Storage—U. S. Internal Revenue Bonded Warehouse No. 1,  
U. S. Customs Bonded and Tax Paid Space under same roof.  
Complete Distribution Service—Low Insurance Rates.

Your inquiries will be given prompt attention.

**ST. LOUIS TERMINAL WAREHOUSE CO.**  
826 Clark Avenue      St. Louis, Mo.

## ST. LOUIS, MO.

### RUTGER STREET WAREHOUSE, INC.

MAIN & RUTGER STS.  
200,000 Sq. Feet of Service  
BONDED      Low Insurance

Merchandise Storage and  
Pool Car Distribution.

Track Connections with All  
Rail and River Lines.

Offices:  
New York  
Murray Hill 9-7645  
Chicago  
Franklin 6263



## SEDALIA, MO.

FRANK MIDDLETON, Owner & Mgr.

### Middleton Storage and Moving Co.

Lamine St. and Mo. Pacific Tracks  
Commercial and Household Goods Storage  
Pool Car Distribution. Private Lockers

Member of Mo.W.A.

Kansas City interests are engaged in developing a new barge line operation between that city and Chicago. This service to be additional to the present Federal Barge Line operation between the two cities via St. Louis.

### Mayflower's New Shop at Irvington, N. J.

The new Mayflower maintenance shop is at 676 Cancellor Ave., Irvington, N. J. This shop will augment the work of the home-office plant in Indianapolis and will eliminate rerouting of vans through Indianapolis in order to give them overhauls. The shop is completely equipped and compares in every way with the shop in Indianapolis.

### N. Y. Warehouse Group Office Moves

The office of the Warehousemen's Association of the Port of New York has been moved to 25 So. William St., New York City. The former address was 10 Bridge St.

### New Carloading Company

A new service, the Waterway Carloading Co., with offices in the Paul Brown Bldg., St. Louis, has begun operation to afford small St. Louis shippers lower barge rates on freight to Baton Rouge and New Orleans.

Edwin S. Robbins, traffic manager of the company, who worked out the plan with I. L. Rodemyer, general agent, said the rates between St. Louis and Baton Rouge and New Orleans are 72 per cent of the rail rate between these two points. As soon as possible a truck pick-up service will be added and operations will be added and operations will be extended to Chicago and to ports along the Ohio River.

### Product Parade

P. Lorillard Co. has introduced a new cigarette called "Sensation" to retail at 10 cents per package of 20. The new brand has been introduced in Cal., the middle west and south, with no plans as yet to offer it in the east.

o o o

Phillips Packing Co., Miami, will establish a number of citrus and vegetable canning plants in Florida, particularly in the Miami area, according to announcement by Col. Albanus Phillips, president.

Segerman Nixon Corp. has opened new and larger quarters in the Port Authority Bldg., 111 Eighth Ave., N. Y. City. The company's grocery and liquor offices and warehouses now occupy 12,000 sq. ft. It is the New York metropolitan representative for Clorox and Sun-rayed tomato juice.

## MISSOULA, MONT.

**REELY'S**  
General Storage  
and  
Freight Terminal



Distribution Center for Western Montana

MEMBER OF  
A.W.A.  
N.F.W.A.  
MONT. T. & S. A.  
O.M.F.G. LISTING



Distribution Specialists for 35 Years

## HASTINGS, NEBR.



1876

1938

**Borley Storage & Transfer Co., Inc.**

Pool Car Distribution

**FIREPROOF BONDED  
FREIGHT TRUCK CONNECTION TO ALL  
OF THE CENTRAL PART OF THE STATE**

## LINCOLN, NEBR.

100,000 Sq. Feet  
Lincoln, Nebraska  
301 N. 6th Street

35,000 Sq. Feet  
Grand Island, Nebraska  
311 W. 4th Street

**SULLIVANS**

1889 49 Years of Continuous Service 1938

Merchandise and Household Storage—Pool Car Distribution  
General Cartage—Trucking—Assembling

We operate Thirty Trucks and have connections to all points in the State.

Our buildings are clean, both Fire and Non-Fireproof, located on the lines of the C. B. & Q.—Mo. Pacific and Union Pacific with all other lines entering either city, absorbing switching.

We are Bonded by the State—Our Rates are reasonable. We solicit your business and guarantee satisfaction. Investigation invited.

**SULLIVANS**

Transfer & Storage Co. Lincoln, Nebr.  
Grand Island Storage Co. Grand Island, Nebr.



## OMAHA, NEB.

# GORDON

Storage  
Warehouses, Inc.

*Merchandise and Household Goods*

Four modern, sprinklered warehouses, located on trackage.  
We handle pool cars, merchandise and household goods.  
Trucking service. Let us act as your Omaha Branch.

Main Office, 219 N. 11th St.

Member: A.W.A.—N.F.W.A.

Agents for Allied Van Lines, Inc.

## MANCHESTER, N. H.

Make Our Warehouse Your Branch Office for  
Complete Service in New Hampshire

NASHUA, N. H.

**McLANE & TAYLOR**

CONCORD, N. H.

Bonded Storage Warehouses

Offices 624 Willow St.

General Merchandise Storage & Distribution, Household  
Goods, Storage, Cold Storage, Unexcelled Facilities.

Pool Car Distribution

Direct R. R. Siding, Boston &amp; Maine R. R.

## EAST ORANGE, N. J.

Established 1887 R. T. BLAUVELT, President

**Lincoln Storage Warehouses**

Bloomfield  
Caldwell  
Glen Ridge  
Irvington

Office, 75 Main Street

Maplewood  
Montclair  
Newark  
Summit

—Serving—  
All the Oranges

Agents for Aero Mayflower Transit Company.

## EAST ORANGE, N. J.

Lowest Insurance Rate in New Jersey

**JAMES P. WATSON**

Fireproof

Storage

Warehouses

195-197 MCKINLEY AVE.

Storage, Moving, Packing and Shipping of Fine Furniture

General Merchandise, Storage and Distribution

GEORGE L. BARBER, Mgr.

## HACKENSACK, N. J.

RUTHERFORD, N. J.

**GEO. B. HOLMAN & CO., Inc.**

STORAGE

SHIPPING

PACKING

HOUSEHOLD GOODS

Most Modern Equipment in North Jersey  
Motor Vans for Local and Long Distance Moving  
Operating Holman Warehouses

Members N. J. F. W. A. and N. F. W. A.

Agent: Allied Van Lines, Inc.

## HOBOKEN, N. J.

**HOBOKEN DOCK CO.**

General Offices: No. 1 Newark St.

General Merchandise Storage and Distribution

Piers—Railroad Sidings—Factory Space

Correspondence Invited

## JERSEY CITY, N. J.

**RYAN STORAGE CO.**

650 Montgomery St.

PACKING

MOVING

STORAGE

HOUSEHOLD GOODS

SERVING

Jersey City Bayonne Hoboken Union City West New York North Bergen  
SYDNEY F. RYAN, PRES. & MGR.

## LINCOLN, NEBR.

**UNION TERMINAL WAREHOUSE**

Concrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consign shipments any railroad. Free switching. Low insurance rates. See D. & W. annual Directory.

**COMPLETE WAREHOUSING SERVICE**

Represented by the American Chain of Warehouses,  
New York City and Chicago, Ill.

Member of A. W. A.

## OMAHA, NEB.

R. J. MAYER, PRESIDENT

**CENTRAL STORAGE & VAN CO.**

MAIN OFFICE . . . 1101-13 JACKSON ST.

**COMPLETE WAREHOUSING SERVICE**

FIREPROOF WAREHOUSE . . . TRUCKAGE . . . MOTOR TRUCKS

## OMAHA, NEBR.

Member of N.F.W.A.—A.W.A.

# FORD BROS

Van & Storage Co.

## OMAHA, NEB.

Member: American Chain of Warehouses, Inc.

**KNOWLES STORAGE CO.**

901-911 Davenport St.

MERCHANDISE — HOUSEHOLD GOODS

Complete Warehousing and Distribution Service.

Fireproof Building . . . Trackage . . . Motor Trucks

For the convenience of shippers, this section is arranged geographically



## NEWARK, N. J.

## STORAGE

## DISTRIBUTION

**ESSEX WAREHOUSE COMPANY**

950-964 McCarter Highway, Newark, N. J.

Members—A.W.A.—N.J.M.W.A.

We are equipped to perform every service you require. Sprinklered building . . . Penn. R. R. siding . . . Private pier. Daily over-night truck deliveries within 100 miles.

## NEWARK, N. J.

MEMBER: N.J.F.W.A. and N.F.W.A.

## PACKING!

## MOVING!

## STORAGE!

dependable since 1860—

**KNICKERBOCKER****STORAGE WAREHOUSE COMPANY**96 to 106 ARLINGTON STREET  
Wm. R. Mulligan, Pres.74 to 76 SHIPMAN STREET  
James E. Mulligan, Sec'y and Mgr.

## NEWARK, N. J.

**Lehigh Warehouse & Transportation Co., Inc.**

ALBERT B. DRAKE, President

Established 1919

Main Office

Branch Office

98-108 Frelinghuysen Ave.  
Newark, New Jersey  
Bigelow 3-7200829 Newark Avenue  
Elizabeth, New Jersey  
Elizabeth 3-5100

## FACILITIES

NEWARK—350,000 sq. ft. Fireproof reinforced concrete and steel const. Floor load, 350 lbs. Sprinkler sys.; A.D.T.; Watchman, Ins. rate, 8¢ up to 10.5¢. Siding on Lehigh Valley; and switching to and from Penn. R.R. Cap., 10 cars. Sheltered motor plat.; Cap., 20 trucks.

ELIZABETH—1,000,000 sq. ft. Fireproof, reinforced concrete const. Floor load, 350 lbs. Sprinkler sys.; local alarm sys.; Watchman; Ins. rate, 8¢ up to 16.7¢. Siding on Penn. R.R. Cap., 50 cars. Sheltered motor plat.; Cap., 30 trucks.

SERVICE FEATURES—Bonded; Licensed, U.S. Wha. Act; U.S. Int. Rev.; U.S. Cust.; State. All employees bonded. Pool car distributors.

Motor terminal and transport service; Company operated fleet of motor trucks covering the Metropolitan area with a regular delivery service; Licensed and bonded trucks maintained to transport liquor and imported merchandise. Special trucks and crews for delivery and installation of electric refrigerators, washing machines, etc.

ASSOCIATIONS—A.W.A. (Mdse.); Whsmn.'s Asso. Port of N. Y.; N. J. Whsmn.'s Asso.; Chamber of Commerce; N. Y. Traffic Club; Newark Traffic Club; N. J. Motor Truck Asso.

## NEWARK, N. J.

**Newark Central Warehouse Co.**

General Offices:

110 Edison Place, Newark, N. J.

In the heart of Newark—serving New Jersey and the entire Metropolitan Area. Sprinklered—low insurance rates. Central R.R. of N. J. 30 car siding. 25 motor truck delivery platform. Motor Freight Terminal. Merchandise automobile storage—branch office facilities.

**POOL CAR DISTRIBUTION.**

Member of N.J.M.W.A.

Represented by

Allied Distribution, Inc. — Bay Terminals, Inc.

## NEW BRUNSWICK, N. J.

Member N.J.F.W.A. and N.F.W.A.

**SISSER BROS., Inc.**

New Fireproof Storage Warehouses

General Offices: 25 LIVINGSTON AVE.

Somerville, N. J.  
128-136 E. Main St.Plainfield, N. J.  
18 Grove St.New York City  
30 Day St.

New Jersey's Largest Moving and Distribution Specialists



## PATERSON, N. J.

**COMMERCIAL WAREHOUSES, INC.**

WAREHOUSING &amp; DISTRIBUTING

Grove St. &amp; Erie R. R. Paterson, N. J.

FOUR INSULATED STEEL BUILDINGS

A.D.T. Fire and Watchman Service—Lowest Insurance Rates—Private R.R. Siding—Pool Car Distribution

## TRENTON, N. J.

MEMBER

**MANNING'S WAREHOUSE CORPORATION****FIREPROOF STORAGE**

Office: 28 Bank St.

Household Goods Storage, Packing and Shipping,  
General Merchandise Storage and Distribution, Pool  
Cars Distributed

Ship via Pa. R.R. or Reading R.R.

## ALBUQUERQUE, N. M.

Center of Business District

**Berger Terminal and Warehouse Company**

Complete Storage and Distribution Service

Private Siding ATSF

314 N. First St.

## ALBUQUERQUE, N. M.

Est. 1912

F. D. SHUFFLEBARGER, Pres.

H. R. DALTON, Sec. &amp; Treas.

**Shufflebarger Transfer & Storage Co., Inc.**

200 E. Central Ave.



Two Modern Brick Warehouses for the Storage and  
Distribution of Merchandise and Household Goods  
Distribution of Pool Cars. Transfer of Household Goods

Members of AWA—SWA—MayWA

## ALBUQUERQUE, N. M.

**SPRINGER TRANSFER COMPANY, INC.**  
**ALBUQUERQUE**

Operating the Only Fireproof Storage Warehouse  
in New Mexico

Complete and efficient service in distribution, delivery  
or storage of general merchandise or furniture.

Member of N.F.W.A.—A.W.A.

## ALBANY, N. Y.

**Albany Terminal & Security Warehouse Co., Inc.**

Main office: 1 Dean Street

Storage for every need. Pool cars a specialty. Available storage space for rent if desired. Direct track connections with all railroads running into Albany.

Member

American Chain of Warehouses  
American Warehousemen's Association

## ALBANY, N. Y.

**JOHN VOGEL Inc.**

FIREPROOF WAREHOUSES

OFFICES, 11 PRUYN ST.

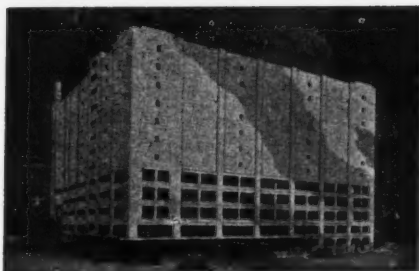
HOUSEHOLD GOODS - STORAGE AND SHIPPING.  
FLEET OF MOTOR TRUCKS FOR DISTRIBUTION OF ALL KINDS  
POOL CAR DISTRIBUTION OF MERCHANDISE  
YOUR ALBANY SHIPMENTS CAREFULLY HANDLED  
Collections promptly remitted

ATTENTION  
SHIPPERS

For the past twenty - two months new warehouse advertisers have appeared in each succeeding issue of D and W—Don't depend on the Annual Shippers Directory issue alone.



## ALBANY, N. Y.



**Central Warehouse Corporation**  
 Colonie and Montgomery Sts.  
 Albany, N. Y.  
 Telephone 3-4101

General Merchandise—Cooler and sharp freezer Cold Storage; also U. S. Custom Bonded space available. Office and storage space for lease. Fireproof construction with very low insurance rate. Storage in Transit privileges. All classes of modern warehouse and distribution service rendered.

**COLD STORAGE — DRY STORAGE  
 DISTRIBUTION**

## INGHAMTON, N. Y.

**JOHN B. SOUTHEE, Inc.**  
*Moving—Trucking—Storage*

**Long Distance Moving**

Member of  
 National Furniture Warehousemen's Association  
 Central New York Warehouse Association  
 Chamber of Commerce

Phone—Bligh: 4391-4392 Office: 178 State Street

**Albany Port Terminal Storage  
 Charges Approved**

The Public Service Comm., New York, has approved an amendment to the tariff of the Albany Port District Comm., relative to storage charges at Albany Port Terminal. Shed storage charges, on all commodities not otherwise provided for, for the first 10 days or any fraction thereof, increased from 30 to 40 cents per net ton, and for each succeeding 10 days or any fraction thereof, increased from 20 to 30 cents per net ton. Minimum storage charge for any one shipment changed from 50 cents per month or any fraction thereof, to 50 cents per 10-day period or any fraction thereof. Effective May 1.

**Union Transfer, Houston,  
 Uses PerkinService**

PerkinService, New York City, is now representing the Union Transfer & Storage Co., Houston, Texas. The service started April 1.

**Morris Continues as Director  
 of N. Y. Rotary Club**

Charles S. Morris, president of the Metropolitan Fireproof Warehouse, New York, who was president of the Rotary Club last year, has been elected a director of the club.

## BRONXVILLE, N. Y.

**GRAMATAN MOVING & STORAGE CO., Inc.**

9 Park Place and 100 Pondfield Road  
 Established 1920

Fireproof Warehouse 50,000 Sq. Ft.  
 Moving—Packing—Shipping

Consign C.L. and L.C.L. Shipments via N.Y.C.R.R.  
 Member of N.F.W.A.—N.Y.F.W.A.—N.Y.S.W.A.

Agent for Allied Van Lines, Inc.

## BROOKLYN, N. Y.

BROOKLYN'S LARGEST LONG DISTANCE MOVER

**ANDERSON VAN SERVICE INC.**

20th AVE. AT 57th ST.

EST. 1904

CITY—SUBURBAN—LONG DISTANCE MOVING  
 FIREPROOF WAREHOUSE—DISTRIBUTION

LIFT VAN SERVICE—COLLECTIONS HANDLED

BRANCH OFFICES—FREQUENT SERVICE TO  
 BOSTON — WASHINGTON — ATLANTA — JACKSONVILLE  
 DETROIT — CLEVELAND — CHICAGO — ST. LOUIS

Member Independent Movers and Warehousemen's Association, Inc.

## BROOKLYN, N. Y.

RIVERFRONT WAREHOUSES

**BOWNE-MORTON'S STORES, INC.**

611 SMITH ST. (on Gowanus Canal) Tel. Cumberland 6-4850

**FREE AND BONDED WAREHOUSES**

LICENSED BY COCOA, RUBBER AND METAL EXCHANGES.

N. Y. City Office: 57 Front St. Tel. Bowling Green 9-0780

DISTRIBUTION BY

BROOKHATTAN TRUCKING CO., INC.

57-59 Front St., N. Y. City, N. Y.

## BROOKLYN, N. Y.

JOHN D. WHITE, Pres. & Mgr. RUDY KNIFE, Trans.



**BROOKLYN FIREPROOF STORAGE, INC.**

Gen. Offices: 15 Snyder Ave.

Household Goods - Storage - Packing - Shipping

Service includes Brooklyn, New York City and All Long Island.

Member of N.Y.F.W.A.—N.Y.S.W.A.—N.F.W.A.—A.V.L.

## BROOKLYN, N. Y.

**EAGLE WAREHOUSE  
 AND STORAGE COMPANY**

28 Fulton Street

Brooklyn, N. Y.

We specialize in shipments from correspondents, collections handled. Our strictly fireproof building is ideally equipped for storage of household goods and valuables.

We pack goods for shipment, and have a fleet of vans for prompt deliveries.

Agents for Allied Van Lines, Inc.

## BROOKLYN, N. Y.

Within the Lighterage Limits of New York Harbor

**FREE AND BONDED WAREHOUSES  
 STEAMSHIP PIERS**

Fronting on East River,

Foot of Greenpoint Ave., Milton, Noble and Oak Sts.

Lowest storage, cartage, labor, lighterage and wharfage charges. Grading, sorting, boxing. Pool cars distributed. Consign via any Railroad entering New York City.

Let Us Quote You Attractive Rates

**GREENPOINT TERMINAL CORPORATION**

MILTON AND WEST STREETS, BROOKLYN, NEW YORK

## BROOKLYN, N. Y.

Established 1860



**Peter F. Keilly's**

Fireproof Warehouses

491-501 Bergen St.

"First Moving Vans in America"

Modern Depository for the Storage of Household Goods

*For the convenience of shippers, this section is arranged geographically*

## BUFFALO, N. Y.

(Agents for Allied Van Lines, Inc.)

**Fred F. Dye Fireproof Warehouse, Inc.**

1661-1669 Main St.

**OUR WAREHOUSES ALL FIREPROOF**

Household Goods—General Merchandise—Regular Trips—

Buffalo and New York City

Members B.W.A.—N.F.W.A.

## BUFFALO, N. Y.

**Knowlton Warehouse Co.**

50 Mississippi Street, Buffalo, N. Y.

**POOL CAR DISTRIBUTION  
MERCHANDISE STORAGE  
PRIVATE SIDING**

## BUFFALO, N. Y.

Let us care for your needs in Buffalo

**Larkin Terminal Warehouse**

Buffalo, N. Y.

Specializes in handling  
pool cars. No cartage  
on railroad shipments.Lowest insurance  
ratesStores autos  
and general  
merchandise**Government Bonded Warehouse**

For further information write J. E. Wilson, Traffic Manager

## BUFFALO, N. Y.

**LEDERER  
TERMINALS**

... HAVE SOMETHING IN STORE for you ...

LOCATED IN NIAGARA FRONTIER FOOD TERMINAL

## BUFFALO, N. Y.

**LEONARD  
WAREHOUSES**

Offices, 163 Georgia Street

Member of B.W.A.—Mayflower W.A.

## BUFFALO, N. Y.

"SALES MINDED"

**THE MARKET TERMINAL WAREHOUSE**

Schoellkopf &amp; Co., Inc.

102 Perry St.

General Merchandise Storage and Distribution

Private Sidings, Lehigh Valley and all Railroads

Represented by Associated Warehouses, Inc.

New York

and

Chicago

## BUFFALO, N. Y.

**GENERAL MERCHANDISE—COLD STORAGE  
WAREHOUSE**Cargo-Handling  
Rail-Lake and Barge  
Terminal  
96 Car Track  
Capacity  
1500 Feet Private  
DockFinancing—  
Distribution  
Auto Dealers  
Warehousing  
Service  
Office and  
Factory Space**TERMINALS & TRANSPORTATION  
CORPORATION**

275 FUHRMANN BLVD.

BUFFALO, N. Y.

**WATERWAYS AND TERMINALS**

(Continued from page 27)

therefor will be the first of the line in United States lake waters this year. Loading outward, she will pick up the last of her cargo in Montreal and sail about May 14 for Liverpool, Manchester and, later Scandinavian ports.

**Philadelphia Port Traffic Up**

The Port of Philadelphia handled its heaviest volume of cargo since 1920 during 1937, the Maritime Exchange reports. The total tonnage for the year was 7,195,408, an increase of 1,889,643 over 1936 figures.

**Albany Port Tonnage Gains**

Tonnage handled at the Albany port increased from 1,006,054 in 1936 to 1,102,552 last year, the Port Commission announced. Petroleum shipments rose 200,000 tons from 1936 to 1937, reaching a total of 1,600,000. Meanwhile, the commission said operating expenses declined between the two years.

**Poor Outlook Seen On Lakes**

WITH a 75.5 per cent decrease from 1937 in the number of railroad cars needed to handle iron ore and concentrates the next quarter predicted by the Great Lakes Regional Advisory Board, meeting at Toledo recently, the prospects for the Great Lakes navigation season this year are discouraging. The transportation executives estimated the need for 15.8 per cent more cars to handle grain, which would mean little to the lake grain trade. Coal car demand will be about 4.4 per cent below that of last year, based on the estimate the coal shipping for the first half of the season will be close to normal volume. Vesselmen have now estimated the probable ore movement in 1938 as between 25,000,000 and 30,000,000 tons, as compared with nearly 63,000,000 tons in 1937.

**Houston Handling Charges**

REVISION of wharfage and freight handling charges at Houston, Texas, have been revised effective March 28, according to J. Russell Wait, Port Director, who stated that the changes place the costs at Houston on an equalized basis with Texas City and Galveston. The change in the handling costs is due to the fact that under the blanket increase granted the railroads by the Interstate Commerce Commission, the handling charges at Houston would have been higher than at other docks in the same competitive district. The new schedule calls for 1.4 cents per 100 lbs. in the Port Commission's tariff covering coastwise traffic. This rate amounts to 28 cents per ton, and will apply at all competitive wharves in the Houston-Galveston districts.

**Refrigerator Barge Takes Frozen Crops  
of South to Northern Markets**

A NEW idea in carrying perishable fruits and vegetables to markets in the North was carried out at Knoxville, Tenn., in April with the launching of a floating refrigerated warehouse.

The huge streamlined barge, which contains equipment for keeping produce fresh for an indefinite period, slowly churned away on an experimental voyage. It was towed by a steamer which was the first of its size to come to the upper Tennessee River in a generation.

Private transportation companies were reported keenly interested in the mammoth refrigerator and to be watching the test with a view to adopting the method.

The craft, which was built by D. W. King, is equipped

(Continued on page 76)

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ELMIRA, N. Y.

## A. C. RICE STORAGE CORP.

2—WAREHOUSES—2

MERCHANDISE—HOUSEHOLD GOODS

Pool Cars—Truck and Van Service

MEMBER

AWA—NEWA—ALLIED VAN LINES

JAMAICA, L. I., N. Y.

Route Shipments for Long Island To

## JAMAICA

## STORAGE WAREHOUSE CO.

### FIREPROOF

Wrapping

Packing

Crating

Shipping

Specializing in Packing and Shipping  
High Grade Furniture and Art Objects

Adjacent to Largest R. R.  
Terminal on Long Island

9329-41 170th Street at  
Long Island Railroad

Telephone—Jamaica 6-1035-1036



FLUSHING, L. I., N. Y.

## Flushing Storage Warehouse Co., Inc.

Offices 135-24-26-28 39th Avenue, Flushing, N. Y.

Fireproof Warehouses

Moving, Packing, Storing and Shipping of Household Goods. 10  
blocks from the World's Fair Corona Freight Station, serving Jackson  
Heights, Elmhurst, Corona, Whitestone, College Point, Bayside,  
Douglaston.

Members of the N.F.W.A.—N.Y.F.W.A.—N.Y.S.W.A.



FOREST HILLS, L. I., N. Y.

MEMBER



## Forest Hills Fireproof Storage

Austin St. and Herrick Ave.

Storage and Shipping of Household  
Goods Exclusively

Serving Forest Hills, Elmhurst, Kew Gardens,  
Richmond Hill, Jackson Heights.

KEW GARDENS, L. I., N. Y.

Telephones, Richmond Hill 2-2871, Republic 9-1400

## Kew Gardens Storage Warehouse, Inc.

Motor Vans, Packing, Shipping

Fireproof Storage Warehouse

Van Wyck Boulevard at Atlantic Ave.  
Richmond Hill, N. Y.

GREAT NECK, L. I., N. Y.

E. C. J. McShane, Pres.

## Great Neck Storage Co., Inc.

Offices Cuttermill Road

New Fire Proof Warehouse

for  
Household Goods—Works of Art  
Individual Rooms

Members B.&L.I.S.W.A., N.Y.F.W.A., N.F.W.A.

BAYSIDE  
DOUGLASTON  
LITTLE NECK  
MANHASSET  
PORT WASHINGTON



NEW ROCHELLE, N.Y.

Moving, Packing Storing, Shipping



## O'Brien's Fireproof Storage Warehouse, Inc.

Packers and Shippers of Fine Furniture  
and Works of Art

Also Serving

New Rochelle, Pelham, Larchmont, Mamaroneck, White  
Plains, Scarsdale, Hartsdale. Send E/L to us at  
New Rochelle.

HEMPSTEAD, N. Y.

*We solicit your patronage for the follow-  
ing towns:*

FREEPORT  
LYNBROOK  
ROSLYN  
HICKSVILLE  
MINEOLA  
WESTBURY  
GLEN COVE  
AMITYVILLE

GLEN HEAD  
BAYSHORE  
PORT WASHINGTON  
ROCKVILLE CENTER  
SEA CLIFF  
LONG BEACH  
MERRICK  
VALLEY STREAM

NEW HYDE PARK  
OYSTER BAY  
WHEATLEY HILLS  
GARDEN CITY  
BALDWIN  
ROOSEVELT  
PLANDOME

## HEMPSTEAD STORAGE CORPORATION

237 MAIN STREET, HEMPSTEAD,  
L. I., N. Y.



NEW YORK, N. Y.

## Abington Warehouses, Inc.

Merchandise Warehousing and Distribution in the  
Metropolitan District

Centrally Located—250,000 Square Feet—Prompt Service

514-520 West 36th St.

NEW YORK, N. Y.

## BUSH TERMINAL

Gen. Offices 100 Broad St., New York City

Warehousing—Distribution—Manufacturing Facilities  
Cold Storage—Fumigation

SHIP-SIDE, RAIL-SIDE, MOTOR TRUCK

NEW YORK, N. Y.

## Byrnes Brothers Warehouses, Inc.

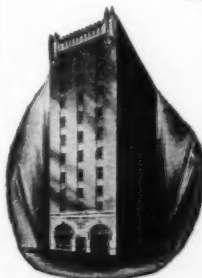
ESTABLISHED 1870

Two centrally located modern fire-  
proof warehouses, adjacent to all rail-  
roads, for prompt and economical  
handling of your shipments.

Sixty-six years of dependable service  
is your guarantee in selecting us as  
your New York repre-  
sentative.

305-307 East 61st Street

Member: N. Y. F. W. A.,  
N. Y. S. W. A., N. Y. V. O. A.



**ATTENTION  
NON-ADVERTISERS**

If your prospects knew  
how little this space costs,  
they would criticise you severely  
for not using it to tell them what  
they need to know about you—Ask us  
the price.

For the convenience of shippers, this section is arranged geographically



## NEW YORK, N. Y.

## FIREPROOF WAREHOUSES



**Day & Meyer  
Murray & Young, Inc.**

**PORTOVAULT  
STEEL VAULT STORAGE**

1166 SECOND AVE., NEW YORK



## NEW YORK, N. Y.

## DAYTON STORAGE CO., Inc.

Fireproof Warehouses

Modern Equipment

Lift Van Service

Operated by



Centrally Located

Consign Shipments  
To Us

Prompt Remittances

1317 Westchester Ave.

## NEW YORK, N. Y.

## Fireproof Storage Warehouses

## Dunham &amp; Reid

INC.

The storing, packing, moving and shipping of Household Goods and Art objects is attended to on a basis of quality. Dunham & Reid Service surrounds the shipper at all times with a greater margin of Safety and Security. Low insurance rates. Prompt remittances. Located in the heart of New York.

216-218 East 47th Street

Members of N. F. W. A., N. Y. F. W. A., V. O. A.

New York City

## NEW YORK, N. Y.

## SERVICE—EFFICIENCY—CLEANLINESS

## L. &amp; F. STORES, INC.

GENERAL STORAGE WAREHOUSES

15-17-19 WORTH ST.

Merchandise Distribution

LOUIS MAURO

Bonded Truckmen and Forwarders

Phone Walker 5-9252

## NEW YORK, N. Y.

## \* AN ASSOCIATED

## LACKAWANNA

TERMINAL WAREHOUSES, INC.

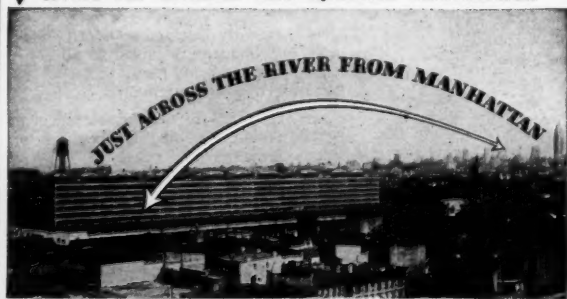
(Two blocks from Tunnel Plaza)

JERSEY CITY, N. J.

## SUPERIOR DISTRIBUTION SERVICE

Stocks carried in this warehouse are within 24 hours of your customer located in any principal point between Washington, D. C. and Boston, Mass. Rail siding on D. L. & W. R. R. - L. C. L. Freight and Steamboat Station in same building. Local and Long Distance Motor Truck Service. Minimum Fire Insurance... No tax on General Storage commodities... Pool Cars Distributed U. S. Custom Bond

Write for circular and specific information



## NEW YORK, N. Y.



Call "LINCOLN" for Superior Service at Reasonable Rates...

● The LINCOLN WAREHOUSE OF NEW YORK is a modern fireproof building, easily accessible. Special vaults for silver, storage space for pianos and other merchandise. Cold storage vaults and fumigating tanks. The name "LINCOLN of New York" is honored the world over, and is not affiliated with any other warehouse by the same name located in other cities.

**LINCOLN**  
WAREHOUSE  
CORPORATION

1187 THIRD AVE. (Bet. 69th & 70th Sts.) NEW YORK CITY

## NEW YORK, N. Y.

Storage, Distribution and Freight Forwarding from an Ultra-Modern Free and Bonded Warehouse.

## IDEALLY LOCATED

IN THE VERY CENTER OF NEW YORK CITY

Adjacent to All Piers, Jobbing Centers and The Holland and Lincoln Tunnels

Unusual facilities and unlimited experience in forwarding and transportation. Motor truck service furnished when required, both local and long distance. Lehigh Valley R.R. siding—12 car capacity—in the building. Prompt handling—domestic or foreign shipments.

## MIDTOWN WAREHOUSE, INC.

Starrett Lehigh Bldg.

601 West 26th St., N. Y. C.

## NEW YORK, N. Y.

## The National Cold Storage Co., Inc.

OPERATING WAREHOUSES FOR STORAGE OF PERISHABLE FOOD PRODUCTS

BROOKLYN

66 Furman St.

Distribution Facilities

JERSEY CITY

176 Ninth St.

Storage in Transit

General Offices: 19 Hudson St., New York

## NEW YORK, N. Y.

## NEW YORK DOCK COMPANY

Executive Offices—44 Whitehall St., New York, N. Y.

WAREHOUSES

STEAMSHIP FACILITIES

FACTORY SPACE

RAILROAD CONNECTIONS

Licensed by Cacao, Cotton, Coffee & Sugar, Metal and Rubber Exchanges

Member: A.W.A., W.A.P.N.Y., N.Y.S.W.A., N.Y.W.W.T.

NEW YORK, N. Y.

Mr. WAREHOUSEMAN: Did you miss out on that last inquiry you received from the Metropolitan Territory?

**PerkinService**

May have saved it for you.

**George W. Perkins**

Warehouse & Terminal Service

82 BEAVER STREET, NEW YORK, N. Y.

NEW YORK, N. Y.

**PORT WAREHOUSES, INC.**

FREE AND U. S. BONDED WAREHOUSES

GEN. OFFICES 41-47 VESTRY ST.

Merchandise Storage and Distribution

FOOD SPECIALISTS AND FUMIGATION

FREE WAREHOUSE 41-47 VESTRY ST. BONDED 54-58 LAIGHT ST.

NEW YORK, N. Y.

MEMBER



**SANTINI BROS., INC.**

Serving Greater New York and All Points in Westchester County

**MOVERS—PACKERS—SHIPPERS**

General Offices: 1405-11 Jerome Ave.—Tel.: JEROME 6-6000  
Four Fireproof Warehouses

3,000,000 CUBIC FEET—POOL CAR DISTRIBUTION

NEW YORK, N. Y.

**Seaboard Storage Corporation**

New York Office: 99 Wall St.

Distribution in the Metropolitan Area.

Steamship facilities — Railroad connections — Motor

truck distribution — One Responsibility.

Port Newark Terminal

Brooklyn Terminal

Foot of Doremus Ave.

Foot of Smith St.

**Conn. & N. Y. Movers Agree  
on Interstate Rates**

At a joint meeting of the Interstate Household Goods Movers Tariff Bureau, New York, and the Connecticut Warehousemen's Assn., an agreement was reached respecting the tariffs of both bureaus as it applies to the transportation of household goods between New York and New England points.

The Connecticut carriers agreed to increase their rates under 100 miles for quantities over 300 cu. ft. to conform with the rates of the New York bureau. The latter, on the other hand, agreed to increase the rates in its tariff between 100 and 500 miles to prevail with the present long distance rates published by the Household Goods Carriers Bureau.

It was agreed to put these increases into effect as soon as possible and the New York Bureau is preparing to re-issue the "Yellow Tariff" in conformity with this agreement. The increases for the Connecticut carriers will be put into effect through a supplement issued by the Household Goods Carriers Bureau to the New England tariff.

Consideration is being given to the adoption of a uniform mileage basis for all points in the combined area and negotiations have been started with the Philadelphia carriers with a view to arranging a uniform rate basis for household goods hauls between New York and Philadelphia.

**Gerlach Named to N. Y.**

**State Chamber of Commerce**

George W. Gerlach, president of the Manhattan Storage & Warehouse Co., New York City, is one of the 24 business and financial executives recently elected to membership in the Chamber of Commerce of the state of New York.

**SHEPHARD WAREHOUSES INC.**



130,000 Square Feet  
Fireproof

*Distribution  
Specialists*

667 WASHINGTON  
STREET  
NEW YORK

*Daily  
Truck  
Deliveries to*

MANHATTAN  
BRONX  
WESTCHESTER  
BROOKLYN  
QUEENS  
LONG ISLAND  
STATEN ISLAND  
NEW JERSEY

NOT only a large and well located warehouse, but also a modern cartage and express organization making daily pick-ups and deliveries in the city and outside to a 25-mile radius. Established trucking connections to points beyond. Single packages.

Place both your storage and distribution responsibilities on ONE management. You make the sale—let us do the rest. Experience—Equipment—Reliability—Financial Responsibility.

**POOL CAR DISTRIBUTORS**

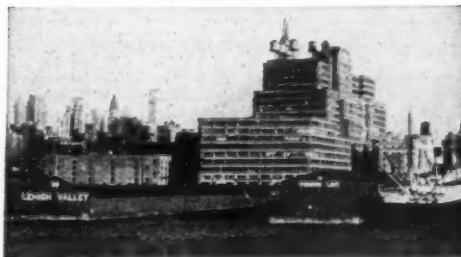
Pick-ups and deliveries at all rail and ship terminals. Our office now handles paper work on over six hundred daily storage and delivery items easily and efficiently. Receipts—C.O.D.'s—Inventories—Reports—Etc.

**SHEPHARD WAREHOUSES, Inc.**

NEW YORK

AN OLD ESTABLISHED BUT PROGRESSIVE INSTITUTION

**STARRETT-LEHIGH  
BUILDING**



**Outstanding** as its dominance over New York's West Side midtown skyline, the STARRETT-LEHIGH BUILDING offers the manufacturer and distributor superior advantages:

- Lehigh Valley R. R. freight terminal on street level; elevators direct to rail yard platform
- Truck elevators to all floors, affording street floor facilities throughout
- Floor area, 52,000 to 124,000 sq. feet. Smaller units may be leased
- High safety standards—low insurance rates
- Live steam for manufacturing purposes
- Fast passenger elevators; restaurant; barber shop

**INVESTIGATE** —learn what satisfied, nationally-known occupants are doing at the

**Starrett-Lehigh Building**

West 26th—West 27th Sts.—11th to 13th Avenues

D. R. CROTSLEY, Manager, 601 West 26th Street

Telephone: CHickering 4-5520

## NEW YORK, N. Y.

**State Warehouse Co., Inc.**

GENERAL OFFICES 541-545 W. 34th ST.

General Merchandise Storage and Distribution  
in the Center of the Metropolitan AreaFireproof Buildings—Low Insurance Rate—Immediately  
Adjacent to New York Central R. R.—Penna. R. R.—  
Lehigh Valley

Members N.Y.S.W.A.—P.N.Y.A.

## NEW YORK CITY, N. Y.

**DISTRIBUTION...**

General and Cold Storage. Sprinklered Building. Direct track connections N.Y.C., Erie, L.V.R.R. No cartage costs on reshipments. Same day delivery within 50-mile zone.

**Terminal Warehouse Company**

27th and 28th Streets

11th to 13th Avenue

## NEW YORK, N. Y.

**Weissberger Moving & Storage Co., Inc.**

General Offices: 214-224 East 22nd St.

With fireproof warehouses located in mid-Manhattan, we are skilled in every phase of handling, packing and shipping Household Goods.

Pool Cars of Furniture and Merchandise Distributed

## ROCHESTER, N. Y.

**George M. Clancy Carting Co., Inc.**

Storage Warehouse

55-85 Railroad Street

General Merchandise Storage . Distribution

Household Goods Storage . Shipping

Pool Cars Distributed and Reshipped

Direct R. R. Siding N. Y. Central

in the Center of Rochester

## ROCHESTER, N. Y.

Established 1893

Storage of Automobiles and General Merchandise

N. Y. C. R. R. 10 Car Capacity, Private Siding

Pool Car Distribution Motor Service

Heated Throughout Sprinklered Low Insurance Rate

**MONROE WAREHOUSE COMPANY, Inc.**

Offices: 1044 University Ave.

Member of A. W. A.

## ROCHESTER, N. Y.

**ROCHESTER  
STORAGE WAREHOUSES, Inc.**

26 N. Washington St.

MERCHANDISE STORAGE . DISTRIBUTION AND  
FORWARDING . STORE DOOR DELIVERY

## SCHENECTADY, N. Y.

**Schenectady Storage and Trucking  
McCormack Highway  
Transportation**

Offices: 160 Erie Blvd.

General Merchandise Storage and Distribution  
Pool Car Distribution Household Goods  
Storage and Moving . Long Distance Trucking

## SYRACUSE, N. Y.

Fireproof Throughout

**FLAGG STORAGE WAREHOUSE COMPANY**

2—WAREHOUSES—2

MERCHANDISE—HOUSEHOLD GOODS

Pool Cars—Truck and Van Service

Free Switching

Private Siding

**WATERWAYS AND TERMINALS**

(Continued from page 72)

to store and keep cold 350,000 lbs. of produce. After being frozen in 6 mins. at 3 deg. Fahr. by a new process before loading, native berries and fruits can be preserved with their original freshness while being moved to the best markets.

The floating warehouse can ply the waterways between Knoxville and Chicago, Cairo, St. Louis, Cincinnati, Pittsburgh and many other Northern points. This will permit distant growers to receive top prices by marketing at strategic periods.

The barge went first to Chattanooga, where it was to be filled to capacity, and then proceed along the rivers leading to Northern cities.

**C. & D. Canal Progress**

THE Chesapeake and Delaware Canal, being deepened and widened to accommodate deep-draft ships, will be completed this summer, G. H. Pouder, director of the export and import bureau of the Baltimore Association of Commerce, announced. The approach channels in the upper Chesapeake Bay, which are scheduled to be completed in about a month, will be 27 ft. deep and 400 ft. wide. The canal, which is 14 miles long, also will be 27 ft. deep but only 250 ft. wide. Ships in the coastwise and overseas trades already are using the canal, and in March thirty-two ships moved to and from Baltimore by way of the waterway.

**New York Greatest Magnet for Trade,  
Says Sen. Copeland**

FIFTEEN HUNDRED steamship and railroad freight traffic men, exporters, importers, foreign freight forwarders and others interested in the development of commerce through the Port of New York attended the annual Port of New York night dinner held by the Foreign Commerce Club of New York at the Hotel Astor.

Speakers at the dinner included Senator Royal S. Copeland of New York, whose subject was "The American Merchant Marine and the Port of New York," and E. C. Morse, president of the export division of the Chrysler Corp., Detroit, who spoke on "Importance of Foreign Trade to the United States," Charles E. Dougherty, president of the club, presided. Senator Copeland said in part:

"New York is easily the most important seaport in the United States. It is among the most important in the world. Let us see why this is so, and examine the prospects for the future. In natural advantages, God has been very good to us. We are blessed with an unexcelled harbor upon which converges the maritime commerce of the seven seas. New York City has a waterfront of nearly 800 miles. As is the ambition of man, we have sought to better what nature provided. In consequence of well directed effort and millions of money expended, we have developed a dock frontage measured around piers and slips of nearly 350 miles.

"The Port of New York is an outstanding example of the economic soundness of concentration of commerce. The distribution systems, centering here, reach to the markets of the interior in every part of America. Inland waterways afford access to the Great Lakes and to the St. Lawrence. In its early history, waterways were a primary factor in the development of the Port of New York."

**New Corpus Christi Dock Is Placed in Operation**

DOCK No. 11 at the Port of Corpus Christi, completed recently by the A. J. Rife Construction Co. of Dallas, was used for the first time last month by the Point Judith, Pacific Coast Lumber vessel.

The Point Judith arrived with a cargo of lumber, timber and shingles for Corpus Christi jobbers and docked at open cargo Dock No. 11 to discharge cargo. This dock is part of a \$341,550 project completed by the Dallas contractor recently. Dock No. 10, a shed covering it, an alternate dock east of Dock No. 9, and

(Continued on page 79)

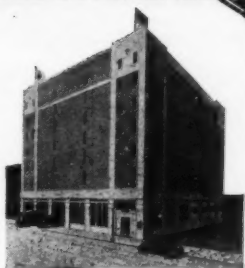


## SYRACUSE, N. Y.

IMPROVE YOUR  
SERVICE—CUT YOUR  
SELLING COSTS

Our service ranges all the way from simple storage to complete branch-house facilities. Motor-freight daily store-door delivery over large area. Write for money-making, money-saving details.

Member AWA, ACW,  
MayWA



**Great Northern Warehouses, Inc.**  
348-360 W. Fayette St., Syracuse, N. Y.

## UTICA, N. Y.

Established 1916

**Utica Warehouse Co., Inc.**

Box 276

Utica, N. Y.

Unexcelled facilities for handling bulk shipments. Storage in transit on Cotton—Specializing in, Textiles, Alkalies, Denatured Alcohol. Warehouses on D. L. & W. and N. Y. C.—Private Sidings—Sprinklered throughout—Pool Car Distribution—Motor Service.

## WHITE PLAINS, N. Y.

**J. H. EVANS & SONS, INC.**

Office &amp; Warehouse: 253-257 Hamilton Ave.

Household Goods Moving, Storage, Packing, Shipping

Prompt service for any point in Westchester County

Member N.Y.F.W.A.—N.F.W.A.

## SYRACUSE, N. Y.

DISTRIBUTION **KING** STORAGE  
SINCE 1897

MERCHANDISE

HOUSEHOLD  
GOODSMOTOR FRT.  
STORE DOOR  
DELIVERY

MEMBERS  
A.W.A. N.F.W.A.  
AGT. A.V.L.



Represented by  
Distribution Service, Inc.—New York—Chicago—San Francisco

## YONKERS, N. Y.

**McCann's Storage Warehouse Co.**  
3 MILL ST.

**Fireproof Storage Warehouse**

strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

## CHARLOTTE, N. C.

**AMERICAN STORAGE & WAREHOUSE CO.**  
CHARLOTTE, N. C.

OFFICE AND WAREHOUSE 805 S. CEDAR ST.

MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED.  
MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE  
RAILROAD SIDING.

ESTABLISHED 1908

## CHARLOTTE, N. C.

**Carolina Transfer & Storage Co.**

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

Members A. W. A. and N. F. W. A.

## CHARLOTTE, N. C.

Bonded Fireproof Warehouse

**UNION STORAGE & WAREHOUSE CO., Inc.**

20 Private Offices—1000-1008 West Morehead St.—Insurance Rate 25c

MERCHANDISE STORAGE — POOL CAR DISTRIBUTION

Member

NEW YORK ALLIED DISTRIBUTION INC.  
11 WEST 42ND ST. PHEN. 6-0988

CHICAGO

Member

MayWA

## UTICA, N. Y.

**BROAD STREET WAREHOUSE, INC.**Complete Warehousing  
ServiceGeneral Merchandise — Cold Storage  
Heated Storage

Private Siding and Motor Freight Terminal  
Daily Trucking Service to all  
Points in New York State

## UTICA, N. Y.

**Jones-Clark Trucking & Storage Co.**  
of Utica, N. Y.

The Heart of New York State and natural distributing point. "Jones of Utica" has distributed Merchandise and Household Goods for 38 years. Every modern facility.

Member: N.F.W.A., Allied Van Lines, Inc.

## UTICA, N. Y.

**Largest Fireproof Warehouse in Utica, N. Y.**

Household Goods and General Merchandise  
Pool Car Shipments Long Distance Van Service  
Complete Branch Office Facilities

**MURRAY WAREHOUSE CO., Inc.**

General Offices: 106 WHITESBORO ST.

Member of May.W.A.—A.C.W.—N.Y.S.W.A.—C.N.Y.W.C.

## RALEIGH, N. C.

**RALEIGH  
BONDED WAREHOUSE, Inc.**

Efficient Distribution and Warehousing

175,000 Square Feet Space

Sprinklered

Members A.W.A., M.W.A.

For the convenience of shippers, this section is arranged geographically

## WILMINGTON, N. C.

FIREPROOF WAREHOUSE  
**FARRAR TRANSFER & STORAGE WAREHOUSE**

1121 South Front Street  
Household Goods — Merchandise  
Long Distance Moving — Pool Car Distribution  
Private Siding, A. C. L. Railroad Co.  
Members, N. F. W. A. — A. T. A.

## FARGO, N. D.

**UNION STORAGE & TRANSFER COMPANY**

FARGO, N. D.  
HOUSEHOLD GOODS — GENERAL STORAGE — COLD STORAGE  
Established 1906

Three warehouse units, total area 161,500 sq. ft.; of this 24,500 sq. ft. devoted to cold storage. Two buildings sprinkler equipped.  
Low insurance costs.  
Spot stocks, pool car distribution.  
Complete warehouse services, accurate and prompt service to our principals.

Offices 806-10 NORTHERN PACIFIC AVENUE  
AWA—NFWA—MNWWA—ACW

## GRAND FORKS, N. D.

85,800 sq. ft. Floor Space—Fireproof

**KEDNEY WAREHOUSE CO.**

GENERAL STORAGE — MOVING  
HOUSEHOLD GOODS

POOL CAR DISTRIBUTION — MOTOR FREIGHT TERMINAL

## AKRON, OHIO

**American Storage & Transfer Co.**

100 BEECH ST.

Merchandise Storage—Pool Car Distribution  
Private Siding B.&O. Ry.—L.C.L. B.&O.—Penn. Ry.—  
Erie Ry.

Member—Ohio Whsemen's Assoc.

## AKRON, OHIO

**Cotter-City View Storage Co.**

Main Office: 70 CHERRY ST., AKRON, OHIO

150,000 SQ. FEET STORAGE SPACE

Fireproof, concrete buildings, modern facilities, convenient location, ideally suited for clean, careful storage of

**HOUSEHOLD GOODS and MERCHANDISE**

MEMBER



Distribution area: Akron, Barberton, Cuyahoga Falls. Special attention to pool cars. Low transfer rates.

**LONG DISTANCE MOVING**

Pool Cars and Spot Stock Accounts Solicited.  
Private Siding B. & O. R. R. Free switching all roads. Low insurance rate.

Members of May. W. A.—O. A. C. H.—O. W. A.

## AKRON, OHIO

Agent for Allied Van Lines, Inc.

**The KNICKERBOCKER**

WAREHOUSE & STORAGE CO.

36 CHERRY STREET

Household Goods and Merchandise  
Fireproof Warehouse—Local and long distance moving.

## CANTON, OHIO

55,000 SQUARE FEET OF SPRINKLERED  
WAREHOUSE SPACE TO SERVE YOU

**SCHNEIDER STORAGE CO.**

CANTON, OHIO

Merchandise and Household Goods  
Stored and Distributed

## CANTON, OHIO

MEMBER: A.C.W. — May.W.A.  
A.W.A.—O.F.A.A.—O.W.A.

**CANTON STORAGE, Inc.**

FOURTH AND CHERRY N.E.

MEMBER



New York City Representative:  
MR. J. W. TERREFORTE  
250 Park Avenue  
Telephone Plaza 3-1235

**merchandise, household  
goods cold storage**

U. S. Customs and Internal Revenue Bonded  
Warehouse No. 7

Pool cars distributed. Private sidings. Free switching on all roads. Separate fireproof warehouses for household goods. Modern equipment combined with speedy service.

Chicago Representative:  
MR. W. H. EDDY  
53 W. Jackson Blvd.  
Telephone: Harrison 1498

## CINCINNATI, OHIO

**THE BALTIMORE AND OHIO WAREHOUSE CO.**

Operating large modern warehouses for the storage of general merchandise at Second and Smith Sts. and at 619 Baymiller St.

Special room for storage of semi-perishable goods: Nuts, Dried Fruits, Rice, etc., where a low temperature is maintained.

Special attention given to reshipping in L.C.L. lots the same day orders are received. Facilities for storage of Oils, Grease, Chemicals, and goods requiring cellar storage.

Low Insurance Rates. Sprinkler Systems.  
Address: Second and Smith Sts. FRED W. BERRY,  
Manager and Treasurer.

CONSIGN VIA BALTIMORE AND OHIO RAILROAD

## CINCINNATI, OHIO

YOUR OWN BRANCH HOUSE  
—WITHOUT THE OVERHEAD



**Modern — Efficient — Responsible**

EVERY DISTRIBUTION AND  
WAREHOUSING SERVICE  
KNOWN TO THE TRADE

**CINCINNATI TERMINAL WAREHOUSES, INC.**

U. S. General Bonded Warehouse Number 1  
Parkway 8070 Cincinnati, O.

## CINCINNATI, OHIO

**Consolidated Trucking, Inc.**  
Local and Long Distance Trucking  
—Storage

1035-55 Flint St.

(Flint, Cortland and Hoefler Sts.)

Merchandise Storage  
Penn. R. R. Siding

Pool Cars  
Inter-City Truck Depot



CINCINNATI, OHIO



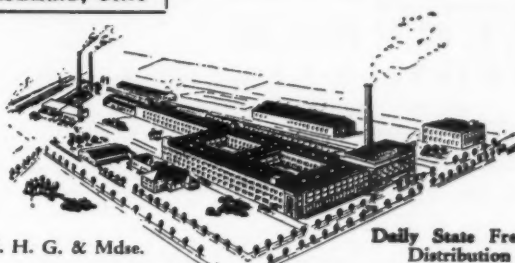
**CARLOAD, DISTRIBUTING, WAREHOUSING  
LOCAL & SUBURBAN TRUCKING**

Diversified motor truck equipment  
contracted for to meet your requirements.

Merchandise haulers—Pool car distributors  
Car Loading—Transferring

**The CINCINNATI TRANSFER Co.**  
Office and Warehouse, 739 W. 6th St.

CLEVELAND, OHIO



H. H. G. & Mdse.

Daily State Freight  
Distribution

**BRAMLEY STORAGE CO.**

A Storage House of Distinction  
Railroad Siding, Low Insurance Rates, Sprinkler System  
C.F.W.A. and Steam Heated O.W.A.

CINCINNATI, OHIO



**The "A" Naish Moving and Storage Co.**  
3211 Madison Road, Cincinnati, Ohio

Two Household Goods Warehouses of Fireproof Construction,  
40,750 Sq. Ft. Consign Shipments to Oakley Sta.  
of B.O. Distribution of Pool Cars. Transfers Household  
Goods. Cargo Insurance.

Member of May WA—OFWA—OACH—ClnVOW

CLEVELAND, OHIO

**The Curtis Brothers Transfer Co.**  
French & Winter Sts. Cleveland, Ohio

Specializing in Merchandise Storage  
Private Siding on N.Y.C. RR. Distribution of pool cars  
Motor Freight Service to Buffalo, N. Y., and  
Indianapolis, Ind.

CLEVELAND, OHIO

**BRITTEN TERMINAL Inc.**



UNITED STATES CUSTOM BONDED  
Merchandise Storage & Distribution. Lowest Insurance  
Rates. Covered Rail & Truck Docks  
Operate Own Truck Equipment. Pool Car Distribution.

**2775 PITTSBURGH AV.**  
Telephone PRospect 2970



**WATERWAYS AND TERMINALS**

(Continued from page 76)

shipside railroad tracks were included in the improvements.

J. M. Lykes, president of the Lykes Bros. Steamship Co., visited the dock and declared Dock No. 11 the finest lumber dock he has ever seen. The Point Judith is a Gulf-Pacific Line ship and Boyd-Campbell Co. is local agent.

**Mineral Wells Convention of  
S.W.T.A. Discusses Problems**

THE 20th semi-annual meeting of the Southwest Warehouse & Transfermen's Assn., held April 7, 8 and 9 at Mineral Wells, Texas, at the Baker Hotel, revealed a serious-minded attitude on the part of those attending concerning the current problems of the industry; resulting in a thorough discussion of the major issues of the day. The sessions were well attended. D. H. Van Name, New York City, General President of the American Warehousemen's Assn., enroute to California for a vacation, stopped off to address the meeting.

Reports indicated that general business conditions in the southwest region have been somewhat below last year, but optimism pointed to a possible pick-up in the near future.

Federal licensing is the forerunner of government ownership, according to G. O. Wilson, an attorney of Dallas, whose address at the meeting gave first hand information on this pending legislation. The avowed purposes of the bill are to eliminate the oppression against small stockholders, but this is erroneous, stated Mr. Wilson. The bill means more than this—it is not limited to corporations, but includes any enterprise of two or more persons engaged in business which affects commerce, be it a corporation, partnership, joint stock

CLEVELAND, OHIO



**Distribution Terminal  
Warehouse Company**

Central Viaduct and West 14th St.  
Cleveland, Ohio

Local, regional and storage-in-transit  
service, offering every facility  
known to modern distribution.

New  
Ultra-Modern  
Plant

Trunk Line  
Terminal  
Complete Service

Continent-wide Connections

CLEVELAND, OHIO

**"The Three R's" In Modern Warehousing  
RESPONSIBILITY  
REPUTATION**

**RELIABILITY — are found at  
THE GREELEY-GENERAL WAREHOUSE CO.**  
Located in the New York Central Freight Terminal at Broadway and E. 15th St.

*For the convenience of shippers, this section is arranged geographically*



## CLEVELAND, OHIO

**LEDERER  
TERMINALS**

... HAVE SOMETHING IN STORE for you ...  
THREE GREAT WAREHOUSE LOCATIONS  
GENERAL OFFICE, 1531 W. 25th ST.

## CLEVELAND, OHIO

**DIRECT FROM FREIGHT CARS**

SHIPMENTS to Cleveland, consigned to  
The Lincoln Storage Company over any  
railroad entering the city, can be handled  
from freight car direct to our loading platform.

Carload shipments to our private siding,  
11201 Cedar Ave., on the N. Y. C. Belt  
Line, connecting with all R.Rs. entering  
Cleveland; L. C. L.-Penna. Euclid Ave. Sta.  
adjoining Euclid Ave. warehouse; other  
R.Rs. to Cleveland, Ohio.

**LINCOLN STORAGE**

W. R. Thomas, Vice-Pres.

5700 Euclid Ave. CLEVELAND 11201 Cedar Ave.

## CLEVELAND, OHIO

TEL. CHERRY 4170

**NATIONAL TERMINALS CORPORATION**

1200 WEST NINTH STREET

Three Modern Fireproof Buildings—Two with Dock Facilities on  
Cleveland's Water Front  
Most Economical Warehouse and Distribution Services  
VIA WATER—RAIL—TRUCK ARE AVAILABLE THROUGH  
Cleveland's Largest Cold and General Merchandise Warehouse

## CLEVELAND, OHIO

**FINE COOPERATION**

is assured when forwarding your ship-  
ments in our care.

Eight modern warehouses convenient  
to every section of Greater Cleveland.

May We Serve You?

The **NEAL**  
STORAGE COMPANY  
CLEVELAND OHIO

Exclusive Agent:  
Greater Cleveland  
for Aero-Mayflower  
Transit Co.

## CLEVELAND, OHIO

MERCHANDISE STORAGE  
POOL-CAR DISTRIBUTION  
HEATED LIQUOR STORAGE  
CUSTOMS BONDED  
WAREHOUSE  
LEASE SPACE



A MODERN, FIRE-PROOF STRUCTURE WITH  
ENCLOSED DOCKS. N.Y.C. SIDING WITHIN BUILDING

**THE OTIS TERMINAL WAREHOUSE CO.**

1300-38 W. NINTH ST. CLEVELAND, OHIO  
U. S. GENERAL BONDED WAREHOUSE No. 4

## CLEVELAND, OHIO

**Facilities, Service  
and Security**

Merchandise Storage and Distribution ...  
Fireproof Buildings ... A.D.T. Service ...  
Low insurance rates ... Convenient locations  
... United States Custom Bonded ... Fumi-  
gation if desired ... Pool car distribution.

**RAILWAY WAREHOUSES, INC.**

3450 CROTON, S.E.

CLEVELAND, OHIO

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PENN. 6-0960 1525 NEWBERRY AVE., MON. 3-3311

company or otherwise. The objectives of the bill are directed toward a comparatively few unscrupulous corporations or companies who take advantage of every opportunity to gain advantages for a select few. "The great majority of business enterprises are honest in their efforts to secure equity for everyone concerned," stated Mr. Wilson, "but they must suffer this legislation; if it passes; because of these unscrupulous few." "This situation has brought about an opportunity for the government to capitalize on the activities of a few and is the forerunner of government ownership of those coming within the purview of the pending measure."

Mr. Wilson also stated that the N.L.R.A. is today only a skeleton of what it will be when the government gets through with it. It is to be shaped around to further aid in the organization of these 35 million workers and the trend seems to be toward assistance in securing their sometimes very unreasonable demands.

How can industry and unorganized business combat and secure equities against the clamoring of 35 million employees? The wording of the federal licensing act with reference to employer and employee is identical with the National Labor Relations Act. If an employer or a business is found guilty by the courts of the violations of the N.L.R.A., the Federal Licensing Act, or similar legislation; the Federal Trade Commission will have power to revoke their federal license.

How does it apply to warehousing? Mr. Wilson stated it is very difficult to say whether warehousing comes under the act; because during the last 5 yrs. it has become more and more difficult to tell what is interstate commerce and what is intrastate commerce. If storage of a commodity is found merely to be incidental to manufacturing and consumption, this may bring warehousing under the act; it will be up to the Federal Court to say.

**New General Foods Plant  
Has 200-Ton Capacity**

A daily capacity of 200 tons will be possible in the new coffee processing plant of the General Foods Corp. at Hoboken, N. J. This is one of the five buildings to be built under a \$1,000,000 improvement program at that port. Production will start, at least in some of the units, by Aug. 1.

General Foods has 28 laboratories, the majority of them small and scattered about the country. With their concentration in the Hoboken group, it is expected that improved efficiency will be obtained.

General speaking, the units will be used for the processing of Maxwell House, Sanka and Kaffee Hag coffee. The buildings combined will have a total of close to 500,000 sq. ft. of floorspace.

An old pier is to be reconstructed and coverage sheds erected for the accommodation of commodities brought by ocean vessels. Applications for trunk line connections have been made.

## COLUMBUS, OHIO

**Cover OHIO from Columbus**

Modern warehouses and bonded storage facilities. A.D.T. System. Private double track siding. Receiving floor at car level. Shipping floors at truck level. Free switching from all railroads.

**Columbus Terminal Warehouse Company**

55-85 Terminal Way Columbus, Ohio

Established in 1882

## LIMA, OHIO

**The Stelzer Truck & Storage Co.**

407-11 Findlay Rd.

Merchandise and Household Goods Storage,

Moving, Packing, Shipping

Distribution of Pool cars, NYC siding

Member: MWA, O. A. C. H.

## MARION, OHIO

**MERCHANTS TRANSFER & STORAGE CO.**

180 East Mill St., Marion, Ohio

Est. 1895

Strictly Fireproof warehouse for Merchandise and Household Goods. Lease Space. Cold Storage, Private Siding into warehouse. For complete service contact us.

Member: M.W.A.—O.F.W.A.—O.W.A.

## COLUMBUS, OHIO

Member of Ohio Warehousemen's Association

**COLUMBUS WAREHOUSES, INC.**

A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE

MOST CENTRAL WAREHOUSE—3 BLOCKS OF

CENTER DOWNTOWN DISTRICT

POOL CAR DISTRIBUTION

PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES

228 West Broad St., Columbus, Ohio

## COLUMBUS, OHIO

Consign Your Household Goods Shipments to

**DAN EDWARDS at COLUMBUS**

Packing—Shipping—Storage—Local and Long Distance Moving—Steel and Concrete Warehouse—Private Siding



EDWARDS TRANSFER AND STORAGE CO.

426 North High St., Columbus, Ohio

Member—National Furniture Warehousemen's Assn., Ohio Warehousemen's Assn.

## SPRINGFIELD, OHIO

**WAGNERS SERVICE, INC.**

Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise—Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.

Member of A. W. A.

## COLUMBUS, OHIO

CHAS. F. COHAGAN, PRES.  
LET US SERVE YOU AT  
COLUMBUS

COLUMBUS: — Ideally located for your stocks in Central West.  
THE MERCHANDISE WAREHOUSE CO. — In the Center of Columbus on route No. 40 on your way West or East. We invite inspection; no obligations.  
SERVICE: — For the most exacting. No account too complicated.  
Let us serve you at Columbus.  
PRIVATE SIDING ON N. Y. CENT. RR. — 14-car capacity.  
U. S. Customs Bonded



A D T System

The Merchandise Warehouse Co.  
370 W. Broad St. Columbus, Ohio

MEMBER: A.W.A.—O.W.A.—A.C.W.

## TOLEDO, OHIO

456,000 cu. ft.

**WILLIS DAY STORAGE CO.**

Merchandise and Household Goods Storage,

Moving, Packing, Shipping

Distribution of Pool Cars

Member of May WA—OFWA—TOL—CA

608-10-12 Monroe St. Adams 7144

## TOLEDO, OHIO

**GREAT LAKES  
TERMINAL WAREHOUSE CO.**

321-359 Morris Street—Toledo, Ohio

**GENERAL MERCHANDISE**

AND

**COLD STORAGE**

Complete Warehouse Facilities

Toledo's largest modern warehouse—serving

Ohio, Indiana and Michigan.

Private sidings New York Central and B&O RR's.

## TOLEDO, OHIO

**NATIONAL TERMINALS CORPORATION**

OFFICE: 247 MORRIS STREET

Phone Adams 8275

Most Economical Warehouse and Distribution Services Via Water, Rail and Truck Are Available Through Toledo's Best Located Most Accommodating Warehouses and Docks.

Two Private Docks Capable of Serving Any Size Boat on the Lakes. Both Inland and Dock-Side Warehouses.

## TOLEDO, OHIO

**The RATHBUN CARTAGE CO.**

2941-2951 MONROE STREET

"Rathbun" is fully equipped to efficiently handle your merchandise and household warehousing needs in Toledo. . . . Moving, packing, shipping, storing. . . . Riggers and machinery movers. . . . POOL CARS SOLICITED. . . . Local & Long Distance Moving.

Member O.F.W.A.—O.W.A.

## COLUMBUS, OHIO

MERCHANDISE STORAGE  
and DISTRIBUTION

FIRE PROOF



THE NEILSTON STORAGE CO.

LOW INSURANCE

## DAYTON, OHIO

THOS. F. LARKIN

**WAREHOUSE & CARTAGE COMPANY**

925 East First Street

Whe. (MDSE) Steel; private siding on Erie R.R. Free switching from all other lines. Dist. Mdse. Pool Cars. City delivery of Mdse. Motor truck service.

For the convenience of shippers, this section is arranged geographically

## TOLEDO, OHIO

"QUICK SHIPPERS"

**TOLEDO TERMINAL WAREHOUSE, INC.**

128-138 VANCE STREET, TOLEDO, OHIO

Merchandise storage . . . Pool car distribution . . . Fireproof . . . Private siding Nickel Plate Road . . . Free switching . . . Negotiable receipts . . . Transit storage arrangements . . . Motor truck service . . . Located in Jobbing District . . . U. S. Customs Bonded.

MEMBERS: American Warehousemen's Association  
Ohio Warehousemen's Association  
Toledo Chamber of Commerce

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PENN. 6-0048 1523 NEWBERRY AVE. MON.5531

## YOUNGSTOWN, OHIO

1887

1938

WHEN MOVING EMPLOYEES TO OR FROM  
YOUNGSTOWN, OHIO  
CONSULT

**THE WM. HERBERT & SON CO.**  
646 MARKET ST.

"Over 50 Years of Dependable Service"

## OKLAHOMA CITY, OKLA.

**Commercial Warehouse Co.**

Exclusive Merchandise Storage

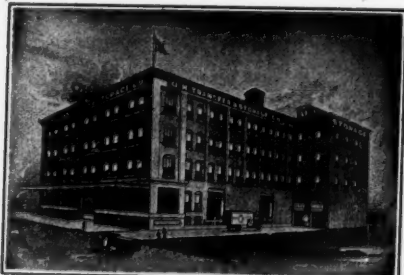
Pool Car Distributors

Free Switching 14c. Insurance rate



## OKLA. CITY, OKLA.

Established 1889

**O. K. Transfer & Storage Co.**  
General Warehousing and Distribution

**MOTOR TRUCKS & TEAMING**  
**HOUSEHOLD GOODS**  
**MERCHANDISE**

MEMBERS  
NFWA, AWA,  
Dist. Service, Inc.

## OKLAHOMA CITY, OKLA.

Member of A.W.A.—S.W.A.

Bonded Under State Law

**Oklahoma Bonded Warehouse Company**  
Merchandise Warehousing  
Pool Car Distribution

Free Switching  
Private Trackage  
P. O. Box 1222

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PENN. 6-0048 1523 NEWBERRY AVE. MON.5531

50,000 Sq. Ft.  
Floor Space  
Fireproof

## OKLAHOMA CITY, OKLA.

**THE PUBLIC WAREHOUSE COMPANY, INC.**

1-9 Northwest First Street, Oklahoma City, Oklahoma

**MERCHANDISE STORAGE—COOLER ROOMS**  
**POOL CAR DISTRIBUTION**

Brick and Concrete Construction Building, Strictly Fireproof—Automatic Sprinkler System. Insurance Rate 11.4c. Santa Fe Siding Conveniently located in Downtown Industrial and Retail districts.

## OKLAHOMA CITY, OKLA.



Fireproof Warehouse for Merchandise and Household Goods  
Automatic Sprinkler System  
Office and Warehouse  
303-313 East Grand Avenue

We Solicit Your Accounts for Transfer and Storage  
Members of American and National Warehousemen's Associations

## OKLAHOMA CITY, OKLA.



OKLAHOMA CITY'S FINEST WAREHOUSES

**RELIABLE VAN & WAREHOUSE CO.**

HOUSEHOLD GOODS STORAGE  
MERCHANDISE STORAGE  
POOL CAR DISTRIBUTION

## TULSA, OKLA.

**FEDERAL**

STORAGE &amp; VAN CO., Inc.

The Coggeshall Co.

**MDSE. STORAGE & DIST.**

Punctual Service & Remittances  
Centrally Located—Low Fire Rates



## TULSA, OKLA.

**Joe Hodges Fireproof Warehouse**

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad. Best Service Obtainable.

Member American Warehousemen's Association, American Chain of Warehouses

## TULSA, OKLA.

**Tulsa Terminal Storage & Transfer Co.**  
8 No. Cheyenne Tulsa, Okla.

Handling General line of Merchandise Storage. Our fireproof warehouse, fully sprinklered. Equipped with burglar alarm. Bonded to the state.

Member of Associated Whse., Inc.—A.W.A.



## PORTLAND, ORE.

**Colonial Warehouse and Transfer Co.**

Operating Public and Custom Bonded Warehouses  
Licensed under the U. S. Warehouse Act  
Merchandise, Storage and Distribution  
Private Siding Free Switching Sprinklered  
1132 N. W. GLISAN STREET



## PORTLAND, ORE.

**HOLMAN TRANSFER CO.**

1306 N. W. HOYT STREET

**General Merchandise Storage and Distribution**

Private Siding All Railroads Entering Portland  
Located in the center of wholesale and jobbing district.

**POOL CAR DISTRIBUTION**  
**A SPECIALTY**

Member A. W. A.—Amer. Chain.  
Established 1864



PORTLAND, ORE.

J. H. CUMMINGS, Pres.

MERCHANDISE, STORAGE & WAREHOUSING

Northwestern Transfer Co.

General Forwarding Agents

SPECIAL ATTENTION GIVEN TO POOL CARS

Our private siding is served by all railroads

1504 N.W. Johnson St., Portland, Oregon

Estab. 1888

PORTLAND, ORE.

OREGON TRANSFER COMPANY

Established 1848

1238 Northwest Glisan Street

Portland, Oregon

U. S. BONDED and PUBLIC WAREHOUSES

Merchandise Storage and Distribution

Lowest Insurance Rates—Sprinkler Equipped

Member A. W. A.

Eastern Representatives Distribution Service, Inc.

PORTLAND, ORE.

MERCHANDISE WAREHOUSING AND TRANSPORTATION

Pool Cars and L. C. L. Distribution to the Pacific Northwest and Inland Empire with Free Pick Up and Delivery Service to All Main Points. Route your shipments Via Water or Rail to us.

PIHL TRANSFER & STORAGE CO.

1231 N. W. Hoyt St.

Portland, Oregon

Our Personal Supervision assures you prompt and proper service.

PORTLAND, ORE.

COVER THE NORTHWEST THROUGH

RUDIE WILHELM WHSE. CO., INC.

Rudie Wilhelm, Pres.

Member A.W.A.

U. S. Bonded—Concrete Building—A. D. T. Sprinkler System

Complete Facilities for Storage and Distribution of All Commodities

Agents: Universal Transcontinental Freight Service

BETHLEHEM, PA.



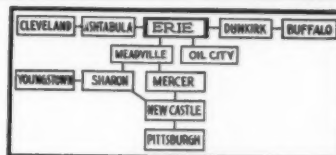
500,000 CU. FT. COLD STORAGE  
200,000 SQ. FT. DRY & HOUSEHOLD STORAGE

Lehigh and New England Terminal Warehouse Company  
15th Avenue, North of Broad Street, Bethlehem, Pa.

Storage  
ALLENTOWN  
BETHLEHEM  
AND EASTON  
Private Siding  
LEHIGH & NEW  
ENGLAND R. R.

ERIE, PA.

THE ERIE STORAGE & CARTING COMPANY



1502 SASSAFRAS ST., ERIE, PA.

Trackage on New York Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of merchandise and household goods. Branch house service for manufacturers. Pool cars distributed.

MEMBER: ALLIED VAN LINES — N.F.W.A. P.F.W.A.—Rotary and Kiwanis

THE IRWIN TRANSPORTATION COMPANY

1502 Sassafra St., Erie, Pa.

Overnight service on merchandise to all of the above cities.

HARRISBURG, PA.



Pool Cars  
Efficiently Handled  
Merchandise and Household Goods Storage

HARRISBURG STORAGE CO., Harrisburg, Pa.  
P. R. R. Sidings Agent for Aero Mayflower Transit Co. American Warehousemen's Association, Mayflower Warehousemen's Association, Penna. Furniture Warehousemen's Association, Penna. Warehousemen's Association, American Chain of Warehousemen

HARRISBURG, PA.

KEYSTONE WAREHOUSE

GENERAL MERCHANDISE STORAGE

POOL CARS DISTRIBUTED

BRICK BUILDING—LOW INSURANCE

STORE DOOR DELIVERY ARRANGED FOR PENNA. R. R. SIDING

OPERATED BY HARRISBURG WAREHOUSE CO.

HAZLETON, PA.

KARN'S STORAGE, INC.

MERCHANDISE WAREHOUSE L.V.R.R. SIDING

Storage in Transit Pool Car Distribution

Packing — Shipping — Hauling

Fireproof Furniture Storage

Est. 1915

Members: Mayflower W.A.—P.F.W.A.—P.W.A.

Approval Asked of Camden Terminal Corp. on Terminal Taxes

Creditors and stockholders of Camden Rail and Harbor Terminal Corp., Camden, N. J., are asked to approve a reorganization plan which contemplates payment of \$325,000 to the city in delinquent taxes, in form letters sent out by the corporation, which operates a large warehouse at Kaighn Ave. and the Delaware. The communications include a form of acceptance to be signed by those approving the plan.

The provisions of 77-B of the U. S. Bankruptcy Act, under which the company's affairs are administered, require that the plan of reorganization be accepted in writing by at least 2/3 of each class of creditors, and by stockholders holding at least a majority of each class of stock before approval and confirmation can be given by the court.

N. Y. Adopts Form of Free Port Lease

The Board of Estimate, New York City, adopted a proposed form of contract April 7 and authorized the advertisement of bids for the private operation of the piers at Stapleton, S. I., now enclosed in the first foreign trade zone, or "free port," in the United States.

Under the form of contract previously proposed, the city would have virtually subsidized the venture for the benefit of the private operators. The present contract contains definite stipulations for maintenance and improvement by the city, but charges the operators with the physical operation of the zone and the promotion of the business.

If a stated amount of gross receipts is not forthcoming, the city has the right, on giving a year's notice, to terminate the contract.

For the convenience of shippers, this section is arranged geographically

## LANCASTER, PA.

**Keystone Express & Storage Co.**

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE

Siding on P. R. R. and P. &amp; R.

## LANCASTER, PA.

**LANCASTER STORAGE CO.**

LANCASTER, PA.

Merchandise Storage, Household Goods, Transferring,  
Forwarding  
Manufacturers' Distributors, Carload Distribution, Local  
and Long Distance Moving  
Members May. W.A.—P.F.W.A.

## OIL CITY, PA.

**CARNAHAN****Transfer and Storage**

The most reliable transfer in Venango County. Fireproof warehouse. Private rooms for furniture and pianos. General hauling. Overland hauling. Piano moving. Furniture packing a specialty.

Forwarding agents

Members N. F. W. A.

## PHILADELPHIA, PA.

Est. over 50 years.

**FENTON STORAGE CO.**

Absolutely Fireproof

46th and Girard Ave.

Cable Address "Fenco"

P. R.R. Siding

Storage, moving and distribution of household goods and merchandise

## PHILADELPHIA, PA.

**Fidelity—20th Century Storage Warehouses**

General Offices—1811 Market St.

Agent for Allied Van Lines, Inc.

Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.

Assoc. A. W. A., N. F. W. A., Can. S. &amp; T., P. F. W. A.

## PHILADELPHIA, PA.

**GALLAGHER'S WAREHOUSES**

Executive Offices—708 So. Delaware Ave.

General Merchandise Storage and Distribution

U. S. Bonded and Free Stores

Carload Distribution

Direct Railroad Sidings: Penna. R. R.—Reading R. R.  
Company owns fleet of motor trucks for  
city and suburban deliveries

## PHILADELPHIA, PA.

BUELL G. MILLER, President

MEMBER

**MILLER**

North Broad Storage Co.

BROAD &amp; LEHIGH &amp; BRANCHES

Member M.W.A., P.M.T.A., C.F.M.A. of Pa.

## PHILADELPHIA, PA.

**RED LION FIREPROOF WHSES.**

3120-22-24 Market Street

5000 sq. feet of fireproof floor space now available \$100 per month. Also smaller spaces from \$5 per month up. Deliveries and pick-ups locally and to and from all states.



## PHILADELPHIA, PA.

**37 Acres of Storage Space**22 Modern  
WarehousesCentrally  
LocatedStoring  
Shipping  
Banking

One of the largest groups of modernly equipped, conveniently located warehouses in the East. Exceptional accommodations are provided for storing and shipping merchandise of every kind (bonded and free). Close proximity to steamship piers and direct connections with all railroads entering Philadelphia, plus our own fleet of 22 motor transports, insure prompt shipments and deliveries with safety and economy. Numerous other services are provided, including special banking facilities for the handling of drafts on bills of lading and loans on warehouse receipts. Write for particulars.

**PENNSYLVANIA WAREHOUSING  
& SAFE DEPOSIT CO.**

General Offices &amp; Banking House, Cor. 4th &amp; Chestnut Sts.

Philadelphia

JOHN A. MCCARTHY, President

MEMBER: American Chain of Warehouses  
American Warehousemen's Association (Merchandise  
Division)

Pennsylvania Warehousemen's Association

NEW YORK: Geo. W. Perkins, 82 Beaver St. Tel., Hanover 2-1954  
J. W. Terrelorte, 250 Park Ave. Tel., Plaza 3-1235CHICAGO: W. H. Eddy, 53 W. Jackson Blvd. Telephone,  
Harrison 1496**Cushing Warehouse Changes Owners**

The Cushing OK Transfer & Storage Co., Cushing, Okla., recently changed ownership and location.

Operated for a long period of years by M. G. Wallin at 111 West Moses St., the business, now owned by Stanley Belden, local attorney, is operating from 211 North Cleveland Ave.

Mrs. Zola Mae Evans, formerly employed by Mr. Belden in his law office, is office manager of the transfer company, and is assisted by her brother Garland R. Wallin, who has had several years experience in the transfer and storage business.

For the present Mr. Belden is not active in the management of the concern, but is continuing his law practice.

One new truck has been added, and it is planned to gradually replace all trucks owned by the firm.

In addition to local and long distance hauling, the Cushing Transfer & Storage Co. conducts a large warehouse, and engages extensively in hauling heavy oil field equipment and tanks.

**Channel to N. Y. Fair in Flushing Bay  
Favored by Many Groups**

At a hearing before the Board of Army Engineers, New York district, on March 14, a plan to dredge a channel 250 ft. wide and 8 ft. deep to Flushing Bay, about 80 ft. off-shore, to connect Jackson's Creek boat basin with the basin being constructed at the edge of the World's Fair site in Flushing Meadow park, was endorsed by many groups.

Letters from the N. Y. Dock Commr., Park Commr., and the borough president of Queens, favoring the proposal, which requires a modification of the existing harbor improvement project, in which the city and the Federal government are cooperating, were read at the

# Key Center of the Big Eastern Market



## MOTOR TRUCK SERVICE

We own and operate a fleet of motor trucks to provide "Store-Door" delivery throughout the Philadelphia trading area and are especially equipped to render "next-morning" delivery anywhere within the area shown in the map.

**13** large warehouses . . . modernly constructed . . . modernly equipped . . . staffed with an efficient personnel. Located in the important retail and wholesale districts of Philadelphia, the shipping center for the East's largest market. Adjacent to steamship piers where regular sailings are maintained for coastwise, intercoastal and world ports. Direct connections with the Pennsylvania Railroad and the Reading Company. Regular pool car service. Ample facilities for prompt, economical handling of merchandise of every kind.

*Special accommodations for household goods shipments.*

WRITE FOR PARTICULARS

## TERMINAL WAREHOUSE COMPANY

Delaware Avenue and Fairmount  
PHILADELPHIA

Members—A. W. A., N. F. W. A., Pa. F. W. A.

Represented by DISTRIBUTION SERVICE, INC.

100 Broad Street, NEW YORK CITY . . . Bowling Green 9-0986  
625 Third Street, SAN FRANCISCO . . . Phone Sutter 3461  
219 East North Water Street, CHICAGO . . . Phone Sup. 7180

An Association of Good Warehouses Located at Strategic Distribution Centers

PITTSBURGH, PA.

## DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.  
Merchandise Storage & Distribution

Members A. W. A.

hearing. The existing project calls for a channel of 12 ft. at mean low water, and a turning basin dredged in front of the Flushing Meadow basin under construction by the city, state and fair authorities. The Commr. of Public Works, N. Y., in supporting the plan, told the hearing he did not believe the project, even if the additional proposal were approved, would prove adequate to care for the number of pleasure craft that would visit the fair.

The Park Commr., in his letter, stated that a considerable change in conditions affecting Flushing Bay, as far as navigation was concerned, had taken place since the present project had been approved last fall by the War Department. The new project, he said, would cost approximately \$200,000, of which the city was prepared to appropriate \$50,000. The consultant to the World's Fair Corp. gave figures compiled by the regional plan assn., on probable increase in population in Queens to support his statement that about 50,000,000 tons of building materials would be needed in the area that could be served by the Flushing Bay harbor between now and 1950. The materials could be transported more economically by water, he said, if the proposed harbor-dredging program were carried out. The channel now advocated would permit small pleasure craft to use this channel to Jackson's Creek basin, and then skirt the shore to the fair basin.

PITTSBURGH, PA.

Members: P.W.A.—Pittsburgh W.A.—P.M.T.A.

Thomas White

Owner and Manager

## WHITE TERMINAL CO.

16th-17th and PIKE STS.

IN THE HEART  
OF THE  
PITTSBURGH  
JOBGING  
DISTRICT



A large, modern, sprinklered warehouse with every facility for economical, efficient storage of merchandise and food products. A private siding on the Penn. R.R. Complete trucking facilities. Pool cars distributed. Consign your shipments to WHITE.

STORAGE-IN-TRANSIT PRIVILEGE

Also operators of **WHITE MOTOR EXPRESS CO.**

(Established 1918)

100% Mack Equipment

For the convenience of shippers, this section is arranged geographically



## SCRANTON, PA.

**R. F. POST**  
**DRAYMAN & STORAGE WAREHOUSE**  
 221 Vine St.

HOUSEHOLD STORAGE POOL CARS  
 MERCHANDISE STORAGE PACKING  
 LOCAL AND LONG DISTANCE MOVING  
 PRIVATE SIDING, D. L. & W. R. R.

## SCRANTON, PA.

**The Quackenbush Warehouse Co.**

219 Vine Street  
 MERCHANDISE AND HOUSEHOLD GOODS  
 STORAGE POOL CAR DISTRIBUTION  
 D L & W and D & H Sidings  
 Member of Allied Distribution, Inc.



## UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

**KEYSTONE TRANSFER CO.**

31 EAST SOUTH ST.  
 HOUSEHOLD GOODS PACKED, SHIPPED, STORED  
 LONG DISTANCE MOVING  
 Private Siding B. & O. R.R.

## WILKES-BARRE, PA.

**WILKES-BARRE STORAGE CO.**

General Storage and Distribution

Prompt and Efficient Service  
 Storage-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

## WILLIAMSPORT, PA.

**WILLIAMSPORT STORAGE CO.**

FIREPROOF BUILDING—416 FRANKLIN STREET  
 P. R. R. SIDING  
 MERCHANDISE STORAGE AND DISTRIBUTION  
 HOUSEHOLD GOODS—DRAYAGE  
 IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

## PROVIDENCE, R. I.

**CADY MOVING & STORAGE CO.**

FIREPROOF WAREHOUSE

Storage, Moving, Shipping  
 80-90 Dudley St.

Member National Furniture Warehousemen's Asso.  
 Agent for Allied Van Lines, Inc.



## PROVIDENCE, R. I.

**Terminal Warehouse Company of R. I., Inc.**

Storage all kinds of General Merchandise, Pool Car  
 Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on  
 deep water.

Shipping directions South Providence, R. I.

## CHARLESTON, S. C.

**Charleston Warehouse and Forwarding Corp.**

Merchandise Storage and  
 Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.  
 Private Tracks Connecting with All Railroad and Steamship Lines.  
 Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

## COLUMBIA, S. C.

**Carolina  
 Bonded  
 Storage Co.**



**BONDED**  
**COMPLETE STORAGE FACILITIES**  
**for MERCHANDISE &**  
**HOUSEHOLD GOODS.**

Pool Cars Handled. Household Goods  
 Transferred. Long Distance Trucking.

Member of A.W. Inc.—MayWA 700 Block College



## GREENVILLE, S. C.

"The Heart of the Piedmont"

**TEXTILE WAREHOUSE CO.**

Est. 1923 511-13-15 Rhett St.

**GENERAL MERCHANDISE—H.H.G. STORAGE**

Pool Car Distribution—Motor Truck Service

Low Insurance Rate

Private Siding

## KNOXVILLE, TENN.

**FIREPROOF STORAGE & VAN COMPANY, Inc.**

201-211 Randolph St., Knoxville, Tennessee

135,000 square feet on Southern Railway tracks.

Equipped with Automatic Sprinkler

Insurance at 12c. per \$100.00

per annum.

Pool Cars distributed.

Household goods shipments  
 solicited. Prompt remittances  
 made.

MEMBERS American Warehousemen's Ass'n  
**PROMPT AND EFFICIENT SERVICE**

## KNOXVILLE, TENN.

J. E. Dupes, Pres. & Gen. Mgr.—E. V. Bruce, Act. Treas.

MEMBER



**Rowe Transfer & Storage Co.**

416-426 N. Broadway

Household Goods and Merchandise Storage and  
 Distribution. Pool Car Distribution.  
 Fireproof Warehouse. Low Insurance.

Agent, Aero Mayflower Transit Company  
 Member, Mayflower Warehousemen's Association

## MEMPHIS, TENN.

S. S. DENT, Pres.

**General Whse. & Dist. Co.**

435 So. Front St.

"Good housekeeping, accurate records,  
 Personal Service"  
 Located in the center of the Jobbing &  
 Wholesale District

Sprinklered Low Insurance  
 Private R. R. siding Perfect service



## MEMPHIS, TENN.

Secy. and Treas. W. H. DEARING

**JOHN H. POSTON**

**STORAGE WAREHOUSES**

671 to 679 South Main St.

Established  
 1894

INCORPORATED

Insurance Rate \$1.26 per \$1,000 per Annum

Distribution a Specialty

Represented by  
 NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
 11 WEST 42ND ST. PENN. 4-0005 1325 NEWBERRY AVE. MON 553

## MEMPHIS, TENN.

"SERVICE"

**ROSE WAREHOUSE CO.**

2-8 East and 2-12 West Calhoun Avenue, Memphis, Tennessee

Merchandise Storage and Pool Car Distribution

"SERVICE"

## NASHVILLE, TENN.

521 Eighth Ave., So.

**Central Van & Storage Co.**

MERCANTILE AND HOUSEHOLD STORAGE

WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Fire Proof Warehouse Space—Centrally Located

## NASHVILLE, TENN.



**BOND-CHADWELL Co.**  
 124 First Avenue, N.  
 Phone 5-4153  
 Merchandise Storage, Distribution and Drayage  
 River, Rail and Truck Terminal  
 Household Storage, Local and Long Distance Moving  
 Fireproof Warehouses—Up-to-Date Equipment  
 AGENTS ALLIED VAN LINES, Inc.

## NASHVILLE, TENN.

**Nashville Warehousing Co.**  
 GENERAL STORAGE  
 POOL CAR DISTRIBUTION  
 FREE SWITCHING—CITY TRUCKING

## NASHVILLE, TENN.

ESTABLISHED 1886

**The PRICE-BASS CO.**  
 194-204 Hermitage Ave.  
 Merchandise Storage



Automatic Sprinklered — Lowest  
 Insurance Spot Stock and Pool  
 Car Distribution — Private  
 Siding—Free Switching  
 Motor Truck Service.

## Ivey Quits Warehouse Business

P. G. Ivey, former owner of the McAllen Transfer & Storage Co., McAllen, Tex., has severed his relations with the warehouse industry, and is contemplating giving up the transportation business entirely. He is still undecided as to the nature of the business he will engage in.

Kenneth L. Alley, manager of the McAllen Transfer & Storage Co., since last October, has made arrangements to take over the equipment of that company. He is making application for a special commodity permit for household goods and cartage rights under the I.C.C. in handling pick-up and delivery contracts. The new company will be known as the McAllen Moving & Transfer Co.

## Cornwall Cites Wasteful Rail Practices

J. H. Cornwall, head of the Jennings-Cornwall Warehouse Co., Salt Lake City, Utah, who is vice-president of the Utah Citizens' Rate Assn., was one of the principal witnesses against the carriers' proposed boost of 15 per cent in their charges. Cornwall made a very able analysis of the situation and spoke of "wasteful practices" in modern railroading. He said, for instance, that an eastern manufacturer can ship a car of goods to the Pacific Coast, unloading portions at Salt Lake City, Reno, and San Francisco. The charge.

## AMARILLO, TEXAS

WM. C. BOYCE

J. A. RUSH



**Armstrong Transfer & Storage Co., Inc.**  
 Distributors of Merchandise  
 BONDED WAREHOUSES  
 Amarillo and Lubbock, Texas  
 Contract operators for all rail lines and Universal Cartloading and Distributing Company.  
 Member Mayflower W. A.—Amarillo Warehousemen's Association—American Chain of Warehouses



## BEAUMONT, TEXAS

GARDNER'S

**BEAUMONT TRANSFER & STORAGE COMPANY**  
 Est. 1895 1101 CROCKETT STREET  
 GENERAL MERCHANDISE—H.H. GOODS STORAGE  
 POOL CAR DISTRIBUTION  
 PRIVATE SIDING—FREE SWITCHING

## BEAUMONT, TEXAS

**TEXAS STORAGE COMPANY**  
 656 Neches St. Beaumont, Texas  
 Merchandise and Household Goods  
 Warehouse, Concrete Construction  
 30,000 Sq. Ft. Distribution of Pool Cars  
 Transfer Household Goods  
 Agent for A.V.L. Member of N.F.W.A.—S.W.T.A.

## CORPUS CHRISTI, TEX.

C. M. Crocker—Pres. J. W. Crocker—Vice-Pres. May Crocker—Sec. &amp; Treas.

**CROCKER TRANSFER AND STORAGE CO., Inc.**  
 Established 1912  
 Distribution Pool Cars or Boat Shipments  
 Merchandise & Household Goods  
 Storage—Drayage—Crating  
 Members—A.W.A. N.F.W.A. S.W.T.A. A.C.W.  
 Agent for Allied Van Lines, Inc.

## DALLAS, TEXAS

REFERENCE ANY DALLAS BANK

**AMERICAN TRANSFER & STORAGE CO.**  
 BONDED FIREPROOF WAREHOUSES  
 MERCHANDISE—HOUSEHOLD GOODS  
 POOL CARS DISTRIBUTION LOCAL DRAYAGE  
 K. K. WEISENBACH JACK ORR

## DALLAS, TEXAS

In Dallas It's Binyon-O'Keefe

With three warehouses having a total of 180,000 square feet of floor space; with our private side and free switching to Dallas' eleven Trunk Line Railroads—in Dallas, Binyon-O'Keefe is best prepared to serve you.



For 60 Years **BINYON-O'KEEFE** For 60 Years  
 Fireproof Storage Co.  
 Dallas  
 Associated with Distribution Service, Inc.



## DALLAS, TEXAS

E. D. Balecom (Established 1875) Gus E. Westburd

**DALLAS TRANSFER AND TERMINAL WAREHOUSE CO.**

Second Unit Santa Fe Building  
 Dallas, Texas

Modern Fireproof  
 Construction—  
 Office, Display,  
 Manufacturers, and  
 Warehouse Space



Operators of Lone Star Package Car Company (Dallas Division). Daily service via rail from St. Louis and C.P.A. territory to all Texas points. Semi-weekly service via Morgan Steamship Line from New York and Seaboard territory to all Texas points. N & N T Motor Freight Lines, serving South, Central, North Texas and Oklahoma.

MEMBERS { A. W. A., N. F. W. A., American Chain of Warehouses Southwest Warehouse & Transferrers' Assn. Rotary Club

For the convenience of shippers, this section is arranged geographically

## DALLAS, TEXAS

### Dallas-Trinity Warehouse Company

"Courtesy With Unexcelled Service"  
Complete Warehousing

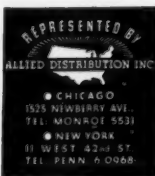
R. E. Abernathy, Pres.  
3205 Worth, Box 26, Dallas  
Ft. Worth-Trinity Warehouse Co. Also Corsicana-Trinity Warehouse Co.  
Ft. Worth, Texas Corsicana, Texas  
Member of A.W.A.—S.W.A.

## DALLAS, TEXAS



### The Interstate Fireproof Storage & Transfer Co.

301 North Market St.  
Merchandise Storage and  
Distribution.



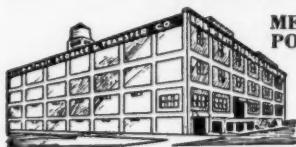
Household Goods Storage, Moving &  
Packing—Long Distance Hauling  
Associate Managers

W. I. Ford

R. E. Eagon

## DALLAS, TEXAS

## SPECIALIZING



### MERCHANDISE STORAGE POOL-CAR DISTRIBUTION

SERVING THE GREAT  
SOUTHWEST AREA

EVERY ACCOUNT IS  
PERSONALLY SUPERVISED  
BY THE MANAGEMENT.

### KOON-McNATT STORAGE & TRANSFER CO.

911 MARION ST.

CONTRACT OPERATORS FOR ALL RAIL LINES AND  
UNIVERSAL CARLOADING & DISTRIBUTING COMPANY  
Over 10,000,000 Pounds of Freight Handled Monthly for Dallas Shippers

## DALLAS, TEXAS

A Complete Merchandise Warehouse Service

### COLD STORAGE—MERCHANDISE STORAGE YARD STORAGE—RENTALS

## MAAS-MORGAN WAREHOUSE, INC.

Houston Street at McKinney Avenue. 1917 North Houston Street.  
703 McKinney Avenue, Dallas, Texas.

The business address of a number of the largest manufacturers in the world. A splendid modern plant. A strategic distribution center. A highly specialized organization placing at your command the finest SERVICE that skill and willingness can offer.

## DALLAS, TEXAS

### Merchants Cold Storage of Dallas

Bonded

470,000 Cu. Ft. Cold Storage Space  
Pool Car Distribution

1301-7 Broom St.

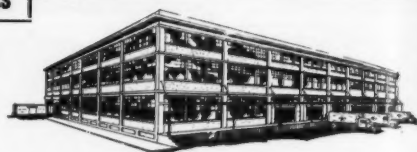
P. O. Box 5088

ATTENTION  
SHIPPERS

Sometimes storage space is scarce  
at the plant, and stocks can be scat-  
tered at strategic spots throughout  
the country. Often this is cheaper than  
building or using valuable factory space.

## DALLAS, TEXAS

Hawkins  
and  
Pacific  
Streets



### The Southwest's Newest MERCHANDISE STORAGE

POOL CAR DISTRIBUTION, AIR-CONDITIONED  
OFFICE AND DISPLAY SPACE

### Texas and Pacific Terminal Warehouse Co.

209 N. Hawkins

(See Companion Service Under Ft. Worth Listing)

## EL PASO, TEXAS

"Bankers of Merchandise"  
"Service With Security"

### International Warehouse Co., Inc.

1601 Magoffin Ave.

El Paso, Texas



Lowest Content Insurance Rate  
Fireproof Storage of Household Goods, Autos  
& Merchandise. State and Customs Bonded.  
Private Trackage—T. & P. and So. Pac. Rys.  
Pool Car Distribution—Motor Truck Service.  
Incorporated in 1920  
Members—NFWA—SWTA—Agent for Allied  
Van Lines, Inc.

## FORT WORTH, TEXAS

### In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 250,000 square feet of floor space; with  
our private side and free switching to Fort Worth's eleven Trunk Line Railroads—  
in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



For 60  
Years

**BINYON-O'KEEFE**  
Fireproof Storage Co.  
Fort Worth  
Associated with Distribution Service, Inc.

For 60  
Years



he said, is \$5.85 per stop which, he held, is far short of  
the cost of the service.

Cornwall also criticized the carriers for intense com-  
petition for less than carlot shipment. He asserted  
that, on an average, five cars are partially loaded in  
Chicago every day for Salt Lake City. He also referred  
to free pickup and delivery service instituted by some  
carriers as another competitive practice which is piling  
up the costs of the railroads and making additional  
revenue necessary.

### H. M. Ford

H. M. Ford, brother of W. I. Ford, Interstate Fire-  
proof Storage Co., Dallas, Tex., passed away March  
10th. Mr. Ford's death followed an illness of 4 or  
5 weeks. He is survived by his widow, 10 children, 2  
brothers, 1 sister and 5 grandchildren.

### WE'VE HEARD THAT—

(Concluded from page 24)

by Progressive Grocer. Independent grocers gained 5  
per cent in volume, chains 2 per cent and specialty  
stores 4 per cent.

The increase in food sales for 1927 amounted to  
\$450,000,000, price advances accounting for much of  
the increase. Total sales still remain nearly \$2,000,-  
000,000 below the peak of 1929.

### Davis of Morrell Honored

Harry W. Davis, general traffic manager of John  
Morrell and Co., Ottumwa, Ia., has been elected to the  
board of directors of that company. Mr. Davis began  
his business life in 1903 when he joined the Morrell  
organization as mail boy.



**FORT WORTH, TEXAS**

**Fort Worth Warehouse & Storage Co.**  
201 So. Calhoun St. Fort Worth, Texas  
Merchandise and Household Goods, Storage, Cartage and  
Pool Car Distribution  
Member of M.W.A.

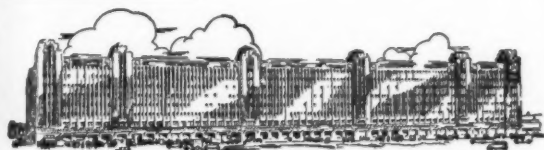
**FORT WORTH, TEXAS**

**A Complete Merchandise Warehouse Service**  
MERCHANDISE STORAGE — COLD STORAGE — POOL  
CAR DISTRIBUTION — FRISCO R.R. SIDING  
MODERN — FIREPROOF WAREHOUSE  
**JOHNSON STORAGE & DISTRIBUTING CO., INC.**  
AND  
**JOHNSON MOTOR LINE**  
801 W. VICKERY BLVD. FT. WORTH, TEXAS

**FORT WORTH, TEXAS**

**Storage, Cartage, Pool Car Distribution**  
**O. K. Warehouse Company, Inc.**  
255 W. 15th St. Fort Worth, Tex.

**FORT WORTH, TEXAS**



*The Southwest's Finest Warehouse*  
**MERCHANDISE STORAGE**  
**POOL CAR DISTRIBUTION, OFFICE DISPLAY**  
**AND WAREHOUSE SPACE**  
**Texas and Pacific**  
**Terminal Warehouse Co.**  
(See Companion Service Under Dallas Listing)

**HARLINGEN, TEXAS**

**Jones Transfer & Storage Co., Inc.**  
Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.  
Merchandise storage—pool car distribution, daily motor freight lines.  
Furniture vans—equipment for heavy hauling.  
Service Covers the Lower Rio Grande Valley

**HOUSTON, TEXAS**

**BINYON-STRICKLAND**  
**WAREHOUSES, INC.**  
Merchandise Storage — Pool Car Distribution  
Centrally Located — Lowest Insurance Rate  
Private Siding Southern Pacific Ry. Co.  
**Goliad & Morin Sts. Houston**

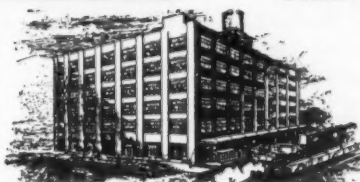
**HOUSTON, TEXAS**

**CENTRAL FORWARDING INC.**  
**CONTI AND WALNUT STS.**  
MERCHANDISE AND HOUSEHOLD GOODS  
STORAGE AND POOL CAR SERVICE  
OFFICE AND DISPLAY SPACE  
**O. J. UMBERFIELD.**  
BRANCH MANAGER

**HOUSTON, TEXAS**

**Better Warehousing in**

**HOUSTON**



We operate a modern  
low insurance rate  
warehouse in the center  
of the wholesale,  
jobber, rail and truck  
terminal district. Most  
conveniently located for interior jobbers' trucks; well trained  
personnel; cooler space.

**HOUSTON CENTRAL WAREHOUSE CO.**  
Commerce & San Jacinto Houston, Texas.

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 42ND ST. PENN. 8-0966 1525 NEWBURY AVE. MON.5531

**HOUSTON, TEXAS**

**Houston Terminal Warehouse & Cold Storage Company**  
General Storage Cold Storage U. S. Custom Bonded  
Pool Car Distribution  
Office Space Display Space Parking Space  
Lowest Insurance Rate  
New York Representative Phone PLaza 3-1235 Chicago Representative Phone Harrison 1496

**HOUSTON, TEXAS**

**PATRICK TRANSFER & STORAGE CO.**  
Shipside and Uptown Warehouses  
Merchandise Storage and Distribution  
Operators—Houston Division  
LONE STAR PACKAGE CAR CO.  
1302 Nance St. Houston, Texas

**HOUSTON, TEXAS**

**T. P. C. Storage & Transfer Company, Inc.**  
**Commercial Storage**  
OFFICE SPACE PARKING SPACE  
MANUFACTURERS AGENTS  
POOL CAR DISTRIBUTION

**HOUSTON, TEXAS**

**UNIVERSAL TERMINAL WAREHOUSE CO.**  
Merchandise Storage — Pool Car Distribution  
— U. S. Customs Bonded —  
— Office Space —  
New York Representatives: Chicago Representatives:  
DISTRIBUTION SERVICE, INC. DISTRIBUTION SERVICE, INC.  
100 Broad Street 219 E. North Water St.  
Members A.W.A. and State and Local Associations.

**HOUSTON, TEXAS**

**Wald Transfer & Storage Co., Inc.**  
**BONDED FIREPROOF WAREHOUSES**  
MERCHANDISE AND HOUSEHOLD GOODS STORAGE  
POOL CAR DISTRIBUTION  
RECEIVERS' AND SHIPPERS' AGENTS  
EXPERIENCE—SERVICE—RESPONSIBILITY  
Member of May, W. A.—Houston T. & W. A. and  
Houston and Galveston Chambers of Commerce

**HOUSTON, TEXAS**

**WESTHEIMER**  
**Transfer and Storage Co., Inc.**  
OVER 50 YEARS IN HOUSTON  
Fireproof Warehouses  
Merchandise & Household Goods Storage—Pool Car Distribution—Lift Van Service  
—20 car lengths of trackage.  
Ben. S. Hurwitz Agent for Allied Van Lines, Inc. Members N. F. W. A.  
President State and Local Assn.

## SAN ANTONIO, TEXAS

**CENTRAL WAREHOUSE & STORAGE CO.**

331 Burnett Street

**MERCHANDISE EXCLUSIVELY**

Pool Car Distribution—Complete Service

Distribution—Storage—Drayage

Inquiries Solicited

## SAN ANTONIO, TEXAS

**MERCHANTS TRANSFER & STORAGE CO.  
FIREPROOF BONDED WAREHOUSE**

Complete Storage and Distribution Service

over 50 years of satisfactory service

Member of A.W.A.—N.F.W.A.—S.W.A.

## SAN ANTONIO, TEXAS

**Muegge-Jenull Warehouse Co.**

BONDED

FIREPROOF

POOL CAR DISTRIBUTORS

STORAGE AND DRAYAGE

Dependable Service Since 1913

## SAN ANTONIO, TEXAS

Agent for Allied Van Lines, Inc.

**Scobey Fireproof Storage Co.**

HOUSEHOLD . . . . . MERCHANDISE

COLD STORAGE . . . . . CARTAGE

DISTRIBUTION

INSURANCE RATE . . . . . 10c

Members of 4 Leading Associations

## SAN ANTONIO, TEXAS

**SOUTHERN TRANSFER & STORAGE CO.**

FIREPROOF BONDED STORAGE

U. S. Customs Bonded Warehouse—

Cartman's Permit No. 1

## TYLER, TEXAS

**Tyler Warehouse and Storage Company**

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East Texas. Specializing in Pool Cars Merchandise.

## VICTORIA, TEXAS

Specialists In

**General Merchandise Storage—  
Forwarding—Pool Car Distribution**

Public bonded warehouses in Corpus Christi on Sou. Pac. and Harlingen on Mo. Pac. RR's. Common carrier motor freight service for Houston, San Antonio, Austin, Hebbronville and Rio Grande Valley. Expert handling. S.W.A. members.

**ROBINSON WAREHOUSE & STORAGE COMPANY**

General Offices: 1500 Tiger St., Corpus Christi

## WICHITA FALLS, TEXAS

Our 18th Year

**Tarry Warehouse & Storage Co.**

J. P. TARRY, Owner

Wichita Falls Fireproof Warehouse

Motor Freight Service to All Territory

## OGDEN, UTAH

Member of A.W.A.

**Western Gateway Storage Co.**

Warehousing in all its branches

POOL CAR DISTRIBUTION

MERCHANDISE AND COLD STORAGE

Ogden is the Gateway to the Inter-mountain West

## SALT LAKE CITY, UTAH

**CENTRAL WAREHOUSE**

Fireproof

Sprinklered

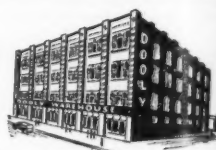
Insurance rate 18c. Merchandise Storage. Pool Car Distribution. Office Facilities.

Member A. W. A.

## SALT LAKE CITY, UTAH

**DOOLY TERMINAL  
WAREHOUSE**COMPLETE STORAGE AND  
DISTRIBUTION SERVICE

"IT'S THE LOCATION"

Represented by ALLIED DISTRIBUTION INC. CHICAGO  
NEW YORK 42ND ST. PHN. 6-0960 1525 NEWBERRY AVE. MON. 35N

## SALT LAKE CITY, UTAH

**Merchandise Storage and Distribution**

Over 1,000,000 cubic feet reinforced Concrete Sprinklered Space

Insurance Rate 14 Cents

**JENNINGS-CORNWALL WAREHOUSE CO.**

Salt Lake City, Utah

Represented by  
DISTRIBUTION SERVICE, INC.  
New York—Chicago—San Francisco

## SALT LAKE CITY, UTAH

Storage — Distribution — Service

**M. A. KEYSER FIREPROOF STORAGE CO.**

328 West 2nd South

72,000

Square feet space. Reinforced concrete and brick with office or desk space, also U. S. Customs bonded space. In center of jobbing district. Free switching. Private siding.

26 years Unsurpassed service. Specialists in distribution. Our receipts accepted as collateral by banks for mds. in storage. Free P. &amp; D. service over rail and truck lines.

Member AWA—NFWA—UWA—AWI

## SALT LAKE CITY, UTAH

**MOLLERUP MOVING AND STORAGE CO.**

Operating

**MOLLERUP VAN LINES**

Warehousing, Local and Long Distance Moving. Shipments handled from all parts of the U. S.

Bonded and Insured.

J. A. MOLLERUP, Manager

## SALT LAKE CITY, UTAH

"This is the Place"

FOR BETTER SERVICE

**SECURITY STORAGE & COMMISSION CO.**

230 S. 4TH WEST STREET

Over 30 Years Experience

Merchandise Warehousing - Distribution  
Sprinklered Building - Complete Facilities  
Lowest Insurance Cost - A.D.T. Watchman Service  
Office Accommodations - Display Space

Represented by American Chain of Warehouses, Inc.

New York Chicago  
230 Park Ave. 85 W. Jackson Blvd.MEMBER:  
A.W.A.—U.W.A.

## BLUEFIELD, VA.

WM. E. DALE, Owner

**TWIN CITY WAREHOUSE CO.**  
Virginia Ave. Bluefield, Va.

Specializing in  
Merchandise and Household Goods  
Private Siding on N&WRR. Free  
Switching—Distribution of Pool Cars

## NORFOLK, VA.

MEMBER



HOUSEHOLD MERCHANDISE  
AUTOMOBILE STORAGE  
**NEW-BELL STORAGE CORPORATION**  
NORFOLK, VIRGINIA  
MODERN SPRINKLER EQUIPPED WAREHOUSE  
50,000 SQUARE FEET PRIVATE RAIL SIDING  
Lowest Insurance Rate in Norfolk. Pool Car Distribution  
WE SPECIALIZE IN MERCHANDISE STORAGE  
AND DISTRIBUTION  
AGENTS AERO MAYFLOWER TRANSIT COMPANY  
Member N.W.A. & S.W.A.

## LYNCHBURG, VA.

C. GILBERT, Owner and Mgr.

**Gilbert Storage & Transfer Co.**  
60 7th STREET

Pool Car Distribution of Merchandise and  
Household Goods.  
Sprinklered Building with Automatic  
Fire Alarm.  
Household Goods Transferred

## RICHMOND, VA.

**59 YEARS OF UNINTERRUPTED AND EXPERT SERVICE**

**BROOKS TRANSFER AND STORAGE CO., Inc.**  
1224 W. Broad Street, Richmond, Va.

Three Fireproof Storage Warehouses—810,000 Cubic Feet Floor Space—Automatic  
Sprinkler System—Low Insurance Rates—Careful Attention to Storage—Packing and  
Shipping of Household Goods—Private Railroad Siding—Pool Car Distribution—Motor  
Van Service to All States East of Mississippi River—Freight Truck Line.

Member of S. W. A.—N. F. W. A.—A. V. L.—A. T. A.

## RICHMOND, VA.

**THE W. FRED. RICHARDSON**  
*Security Storage Corporation*  
PACKING FOR SHIPMENT

STORAGE  
HOUSEHOLD  
GOODS  
OBJECTS of ART  
FURS - RUGS  
VALUABLES

Local and Long Distance Movements  
ESTABLISHED 1897  
Agent for Allied Van Lines, Inc.

## RICHMOND, VA.

160,000 Sq. Ft. Space

**VIRGINIA BONDED WAREHOUSE CORPORATION**

ESTABLISHED 1908 1709 E. CARY ST.

U. S. BONDED & PUBLIC WAREHOUSES  
MERCHANDISE STORAGE & DISTRIBUTION  
INSURANCE RATES 20c PER \$100 PER YEAR

Member A.W.A.

BUILDINGS SPRINKLERED

## ROANOKE, VA.

**H. L. LAWSON & SON**  
*Finance and Storage*

Pool Car Distributors  
General Merchandise Storage  
421-25 EAST CAMPBELL AVE.  
ROANOKE, VIRGINIA

## ROANOKE, VA.

**ROANOKE PUBLIC WAREHOUSE**

Capacity 500 Cars

Private Railroad Siding



Automatic Sprinklers

Accurate Accounting

We make a Specialty of Storage and Pool Car Distribution  
for Agents, Brokers and General Merchandise Houses.

Member of American Chain of Warehouses

## SEATTLE, WASH.

**EYRES TRANSFER AND WAREHOUSE CO., Inc.**  
SEATTLE, WASH.

Fireproof Warehouses 220,000 Square Feet

INSURANCE .133 Cents per \$100.00

GENERAL STORAGE AND DISTRIBUTING SERVICE

OPERATING 85 AUTOS

Members of NFWA—ACW—WSWA

Since 1880

## SEATTLE, WASH.

**LET LYON GUARD YOUR GOODS****Northwest  
Distributors**

Seattle—Tacoma—Portland  
Seattle, 2030 Dexter Avenue  
Dean C. McLean, Mgr.

## NORFOLK, VA.

Established 1892

**SOUTHGATE  
STORAGE COMPANY, Inc.**

MEMBER:  
A.C.W.  
A.W.A.  
S.W.A.  
U.S.C. of C.

For economical storage and distribution  
you will want to know more about our  
individualized services. Our fireproof  
warehouses are in the Southgate Terminal,  
on the waterfront and in the center of  
Norfolk's wholesale district. Served by  
all rail, water and motor lines.

Write for Booklet—"7 POINT DISTRIBUTION"

**Richmond, Va., Gets \$15,000 in  
Terminal Lease**

The city of Richmond, Va., will receive an annual  
income of about \$15,000 under a new lease to be  
entered into with the Richmond Waterfront Terminals  
Corp., according to the City Council Dock, River and  
Harbor Committee. Under the present lease the city  
receives about \$10,000 a yr. from wharfage and storage  
charges.

Confronted by oil companies with a request for aid  
from the city in meeting the cost of dredging the James  
River along the south bank, the Committee has asked  
the city attorney's opinion as to whether city funds  
can be spent to aid private business interests. The oil  
men declared that the cost of keeping open channels  
for their boats amounts to about \$40,000 annually. A  
detailed report on the city's investment in the inter-  
mediate terminal will be submitted at a future meet-  
ing of the Committee.

**Labor Costs Hit Wash.****Warehouse Revenues**

Washington warehouses earned 30.46 per cent  
greater gross returns in 1937 than in 1936, but the  
amount of operating income to be applied against fixed  
charges and dividends was 28 per cent less.

Operating revenues for 92 representative storage  
warehouses amounted to \$842,861 in 1937 (fiscal year  
ended June 30) compared with \$646,087 in the corre-  
sponding fiscal year of 1936.

Operating income, arrived at by deduction of all  
operating expenses from the above, amounted to \$41,-  
073 in 1937 and \$57,061 in 1936.

This reversal, according to the Washington Depart-  
ment of Public Service in its annual "Statistics of  
Storage Warehouse Companies, 1936-1937" was brought



## SEATTLE, WASH.



## OLYMPIC WAREHOUSE & COLD STORAGE CO.

### MERCHANDISE STORAGE & DISTRIBUTION

J. R. GOODFELLOW, Pres.

**FACILITIES**—Cold Storage, 170,000 cu. ft.; Dry storage, 60,000 sq. ft.; Rentals, 20,000 sq. ft. Fireproof, brick const.; Sprinkler system; Insurance rate: 12.5c. Siding connects with all rail lines.

**SERVICE FEATURES**: Bonded U. S. Customs; State License No. 2; State Liquor Control Board. Pool car distributors. Office rentals (modern facilities, nominal rentals, telephone and stenographic service).

**ASSOCIATIONS**—A.W.A. (C.S.); Wash. State Wharves. Asso. OTHER DATA—Our negotiable warehouse receipts are accepted by banks as collateral for loans against merchandise stored in our warehouse.



1203 Western Avenue

Tel. Seneca 2466

Established 1931

Incorporated

## SEATTLE, WASH.

Lloyd X. Coder, Pres.-Mgr.

Est. 1919

## SYSTEM Transfer & Storage Co.

2601-11 Second Avenue

Warehousemen &amp; Distributors of

General Merchandise and Household Goods  
Office and Desk Space—Low Insurance Rates

Member—A.W.A.—W.S.W.A.—N.F.W.A.—S.T.O.A.

## SEATTLE, WASH.

## TAYLOR-EDWARDS Warehouse & Transfer Co., Inc.

Free switching service—Low insurance rates  
Associated with leading warehouses through

DISTRIBUTION SERVICE, INC.

New York Chicago San Francisco  
Members of—American Warehousemen's Assn.; National Furniture Warehousemen's Assn.; Washington State Warehousemen's Assn.

## SEATTLE, WASH.

## UNITED WAREHOUSE COMPANY

### 1990 Alaskan Way

GENERAL MERCHANDISE  
STORAGE100,000 sq. ft. capacity  
Established 1900POOL CAR  
DISTRIBUTORSU. S. Customs Bond  
Free Switching

## SEATTLE, WASH.

Member A.W.A.—W.S.W.A.—S.T.O.A.

## WINN & RUSSELL, INC.

U. S. Customs Bonded

### General Merchandise Storage & Distribution

Trucking  
Service

Insurance .1225 per \$100.00 a year

Fumigation

Free Switching

NEW YORK

Represented by

ALLIED DISTRIBUTION INC.

CHICAGO

Attractive  
Offices

## SPOKANE, WASH.

Millard Johnson  
Pres.W. B. Feltz  
Secy.

Consign to

## SPOKANE TRANSFER & STORAGE CO.

A. W. A.

308-316 Pacific Ave.

N. F. W. A.

Merchandise Department

Largest Spot-Stocks in the  
"Inland Empire,"  
(67,000 sq. ft.)Household Goods Dept.  
Assembling and distribution of  
pool and local shipments.  
Agents for JUDSON.

Member of American Chain of Warehouses

## TACOMA, WASH.

## Pacific Storage & Transfer Co.

Member

Drayage, Storage &amp; Distribution

Forward your Stop in Transit and Pool Cars in  
our Care (Free Switching). Located in Center  
of Wholesale District, 18th & Broadway.

Member A.W.A.—Wash. State Assn.

## HUNTINGTON, W. VA.

## HUNTINGTON WAREHOUSE CORPORATION

ESTABLISHED 1920

The only Merchandise Warehouse in  
Huntington out of high water district  
ECONOMICAL and EFFICIENT  
GENERAL MERCHANDISE STORAGE

POOL CAR DISTRIBUTION

COMPLETE TRUCKING FACILITIES  
FOR POINTS IN OHIO-KY.-W. VA.  
PRIVATE SIDING ON C. & O. RY.  
NO SWITCHING CHARGES

MEMBERS — AWA — ACW

## HUNTINGTON, W. VA.

Service is a much over-worked word, but our definition for the word is—A service is not a service until all who participate in it are benefited—read that over again. We have every facility for the distribution of your merchandise quickly, and, where promise spells performance. Remember, five million population can be reached over night.

## The W. J. Maier Storage Co.

about almost entirely by increase of 73.45 per cent in total wages paid, and of 67.72 per cent in taxes, fees and licenses, compared with the 30.46 per cent increase in gross income.

Wages took 20.16 cents from every dollar of income in 1936, and 26.81 cents in 1937, an increase of 33 per cent. Taxes took 4.89 per cent in 1936 and 6.29 per cent in 1937, an increase of 26.8 per cent.

On the other hand, the share of the operating income dollar given over to salaries of clerks, officers and other employees was 2.6 per cent less in 1937—22.92 cents to 22.33 cents, and the share left for fixed charges and dividends was 44.8 per cent less, from 8.83 cents on the dollar to 4.87 cents.

Rents, packing, insurance, depreciation and miscellaneous expenses all took smaller shares of the 1937 dollar, while maintenance, injuries, loss and damage, and general expenses, increased slightly.

A breakdown of the sources of revenue for storage warehouses shows that 61.98 cents out of every dollar came from storage fees. Handling brought in 16.14 cents, packing 5.27 cents, and rental fees 8.17 cents. Miscellaneous charges made up the remainder.

From the standpoint of net returns from operations, 1937 was the poorest since 1934, notwithstanding that gross income was much greater than in any other recent year.

Total fixed capital reported by storage warehouses in Washington in 1937 was \$2,126,597, which was 11 per cent greater than in 1936.

## Lake Forest Storage Under New Ownership

The Lake Forest Storage and Fireproof Warehouses, Lake Forest, Ill., formerly owned by B. J. Sumeriski, has been purchased by George E. Larson, and is now operated as Larson's Storage and Fireproof Warehouse.

WHEELING, W. VA.

Central Distribution for  
• WEST VIRGINIA  
• Western PENNSYLVANIA  
• Eastern OHIO

POOL CAR DISTRIBUTION  
GENERAL MERCHANDISE STORAGE

Members A.W.A.—A.C.W.—W. Va. M.T.A.

# UNION

WAREHOUSE  
HOLDING CO.

Main, Sixteenth  
and South Streets

EAU CLAIRE, WIS.

# SIOUX

Storage & Forwarding Company

Warehousing & Distribution

One of the finest in the State  
Licensed & Bonded

113-119 S. Dewey St.

Eau Claire, Wis.

GREEN BAY, WIS.

Established 1903

# LEICHT TRANSFER AND STORAGE CO.

121 South Broadway

Merchandise Distributors and Household Goods  
Forwarders.

Haulers of Cement and Contractors Equipment and Heavy Machinery  
to All Points.

U. S. Customs, Warehouse, State and Public Bonded.  
Waterfront Facilities; Private Siding CB&W.

Wood Pulp a Specialty. Pool Car Distribution.  
Members of MayWA—WisWA

MADISON, WIS.

Established 1895

# The Union Transfer & Storage Co.

State Bonded Warehouse on Private Switch  
Fireproof Building 85,000 Square Feet  
Pool Car Distribution by Truck or Rail  
Private Siding Milwaukee Road  
Free Switching All Roads

Member of A.W.A.—Wisconsin W.A.

MEMBER



MILWAUKEE, WIS.



*in Milwaukee*

United States Government  
Bonded. State of Wisconsin  
Licensed and Bonded.

# ATLAS STORAGE CO.

Division of P&V-Atlas Industrial Center

710 W. VIRGINIA ST. MILWAUKEE, WISCONSIN

Represented by DISTRIBUTION SERVICE, INC.

New York—100 Broad Street Chicago—219 E. North Water Street

San Francisco—825 Third Street

MILWAUKEE, WIS.

ESTABLISHED 34 YEARS

850 Foot Dock

**HANSEN**  
STORAGE CO.

Largest in Wisconsin

18 Warehouses

Specializing in—  
Merchandise Distribu-  
tion and Complete  
Branch House Services

TRACK CAPACITY FOR 50 CARLOADS  
DEPENDABLE EXPERT QUICK SERVICE



MILWAUKEE, WIS.



# LINCOLN

**FIREPROOF WAREHOUSE CO.**  
WAREHOUSE SERVICE OF EVERY DESCRIPTION  
RAILROAD SIDINGS AND DOCKING FACILITIES  
LOCATED IN HEART OF BUSINESS DISTRICT  
OFFICES: 206 W. HIGHLAND AVE.

Member of A.W.A.—W.W.A.—N.F.W.A.

MILWAUKEE, WIS.

# NATIONAL TERMINALS CORPORATION

954 SO. WATER STREET  
Tel. Mitchell 5644

Milwaukee's most modern and best located Waterfront Warehouse.  
Automobile storage. Warehousing on unit basis for spot stocks. Storage  
"in transit". Pool car distribution, Customs Bonded.  
Member of A.W.A. & W.W.A.

MILWAUKEE, WIS.

\* AN ASSOCIATED

"MILWAUKEE'S  
FINEST"

**NATIONAL WAREHOUSE  
CORPORATION**

Serving the Nation's  
Leading Shippers



EVERY PHASE OF  
GENERAL  
MERCHANDISE  
WAREHOUSING  
and  
DISTRIBUTION

—C.&N.W.R.R.  
Siding—

OUR PROPERTIES—BONDED—RESPONSIBILITY

New York Office.....Tel. Murray Hill 9-7645

Chicago Office.....Tel. Franklin 6263

Member—American Warehousemen's Ass'n.

RACINE, WIS.

*In  
Racine!*

The Racine Terminal Warehouse offers every  
storage and distribution facility. Modern fire-  
proof building especially built for warehouse  
service. Motor freight terminal. Private rail  
siding. Dock facilities. Experienced and res-  
ponsible management.

Merchandise Storage—Moving—  
Packing—Shipping

**RACINE TERMINAL WAREHOUSE & TRANSFER COMPANY**  
1 to 7 Main Street, Racine, Wis.

WAUKESHA, WIS.

HAROLD T. ORR, Pres. & Mgr.

# ORR TRANSFER & STORAGE CO.

212 W. SAINT PAUL AVE.

STRICTLY HOUSEHOLD GOODS STORAGE

MACHINERY MOVING AND ERECTING

DISTRIBUTE POOL CARS

Ship via C. M. & St. P. Ry. - Yellow Truck Lines, Inc. - CARGO INSURANCE  
Member, North American Van Lines, Inc.

CASPER, WYO.

# CASPER TRANSFER & STORAGE CO.

P.O. Box 1953

Casper, Wyoming

Warehouses at the Corner of  
Beech & "C" and 1st & Market

Merchandise—Household Goods  
Storage and Distribution

**ATTENTION  
ALL READERS**

Some of you are not yet  
aware that D and W is now  
edited primarily for the USER  
of public warehouses; the warehouse  
customer or prospect.

# CANADA

VANCOUVER, B. C.

ELMER JOHNSTON, Pres.

## IN VANCOUVER IT'S THE JOHNSTON

National Storage, Ltd.

STORAGE — CARTAGE  
FORWARDING — DISTRIBUTING*You Can Buy No Better Service*

LONDON, ONTARIO

### FIREPROOF WAREHOUSES LIMITED

Merchandise storage and distributors. Furniture storage with local and long distance cartage service. Siding from C.N.R. and C.P.R., with interswitch from Michigan Central. We own and operate two fireproof constructed warehouses with low insurance.

TORONTO, ONTARIO

Tippet-Richardson, Ltd.

Furniture Storage — Crating and shipping — Long distance moving.

218 Front St., E., Toronto, Ontario

C. F. B. Tippet, Pres.

Howell Warehouses, Ltd.

General merchandise storage and distribution. Soliciting American accounts doing business in Canada.

TORONTO, ONTARIO

## W. J. PICKARD, Ltd.

369 Church St.

PACKING—MOVING—STORING—SHIPPING  
OF HOUSEHOLD GOODS

TORONTO, ONT.

M. A. Rawlinson, Pres., J. H. Warren, V. Pres. &amp; Mgr.

## M. RAWLINSON, Ltd.

Established 1886

610 YONGE ST.

Seven Buildings to Meet All Requirements for  
Modern Storage and Distribution

Customs Bonded. Pool Car Distribution. Household Goods Transferred. Motor Truck and Team Service.

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### New Water-Rail Differential Freight Service from New York

Effective April 16, shippers using the port of New York had available a new water-and-rail differential freight service to points in Canada, Central Freight Assn. and Western Trunk Line territories, and including all points within lighterage limits. This new arrangement, involves close cooperation by the Ocean Steamship Co. (Savannah Line); Boston and Maine Railroad and the Canadian Pacific Railway.

Goods consigned to points in these territories are loaded aboard Savannah Line steamers at Pier 46, N. R., carried thence to Boston and transferred to freight trains for their respective destinations in Canada and the States.

It was pointed out that this new plan includes pickup and delivery service in the United States on less-than-carload lots and that the rates apply also to shipments intended for Port McNicoll-Milwaukee-Chicago service on the Great Lakes, via C. P. R.

### New Top Wharfage Charges at Canadian Lake Ports

The National Harbours Board, Montreal, Que., now has available by Law-C a new tariff of top-wharfage charges applicable at the ports of Halifax, St. John's, Chicoutime, Quebec, and Three Rivers. A large number of changes have been made, effective April 14, to warrant traffic men having business at these St. Lawrence River points to secure the new charges.

The new rate is ½ cent a net registered ton on every entry of a vessel from a port in Canada, Newfoundland, St. Pierre, Bermuda, West Indies and the United States. The rate on vessels from other countries will be 1 cent a net registered ton.

A reduction of 50 per cent will be allowed if the vessel is in port for 12 hrs. or less.

### AMERICA WANTS TO KNOW

(Continued from page 10)

and tell them the facts. Tell them what your company means to your employees, your patrons, the government, the unemployed and TO AMERICA.

Gentlemen, you are under a direct attack. Sometimes I think when you saw this storm coming you banked your fires and went to bed, hoping that the storm would blow over. IT DIDN'T BLOW OVER. THE LIGHTNING HAS STRUCK! GET UP, GENTLEMEN, YOUR HOUSE IS ON FIRE.

You have got the biggest selling job of your life. Why not put strong backs to the wall and move forward in the world's best fight for the preservation of the world's greatest country and what she really stands for?

The man who can sell is always a most sought after individual in any business, but it isn't enough today just to sell the finished product. You must sell your services and the benefits of your very existence to the American people, if you want to survive and retain your leadership. In this fight your company does not need a lawyer. It needs a master advertising man, for American business is on trial now before the bar of public opinion.

Our people have become government conscious, and it has become popular for the hirelings and officials of government to pour from the capital city their contempt of you. They blame you and your associates for the difficulties of today and promise that they have the remedy, if the people will give them the power to completely dominate and subdue you. They charge that you, YOUR PRACTICES and your very existence are causing depression, poverty and distress. These charges are unanswered, and as long as they stand unanswered,



they stand as an admission of guilt and you stand condemned and convicted in the eyes of uninformed citizens. Business associations and representation have lost cast with the public. BUT YOU CAN PROVE that America stands at the head of the nations of the world, because of the risk of life and fortune in overcoming problems, trials and disappointment by men of American business enterprise.

You men have the facts, facilities, the will and skill. Why wither before the hot blast of contempt coming from men who cannot compete with you in any other field? We need real leaders and new approaches. We need a closer relationship between business, labor and government. You have fallen heir to the tradition of men of courage and character. They were fighters. They overcame obstacles. They never surrendered, and the American people are forever indebted. But today, a few irresponsible leaders of labor have gone to the people to condemn you and those you represent, and the agents of government have joined in that condemnation. What have you to say? America wants to know!

Remember this! Whenever the power of government wishes to have a greater control over the liberty and the business of a people, their first move is to discredit the courts. Courts are the keepers of precedent, the guardians of liberty, and maintain a more or less even flow of progress. To completely change quickly any system, the courts must be discredited. That attempt was made in this country. But the American people rose up and blocked it. The next move in gaining control is always to literally drench and flood the people with prejudice against existing practices and conditions and in advocating more and more government control. That practice is still going on, and if it is allowed to continue uninterrupted and unchallenged, we may see a recurrence of an attempt to further discredit the courts. In this interim, why don't you marshal your forces and present a completely united front and wage an offensive battle for the continuance of the American system that gave you the opportunity that you enjoy?

When I hear business men say it can't happen in America, my mind jumps across the earth to a nation of 400,000,000 people whose ancestors built for them a great protection. It took more than a century to build, and millions of human hands carried the stone and mortar, and they built a wall twenty feet by thirty feet by sixteen hundred miles. That wall held and protected them for centuries, but today there are new methods of attack and modern instruments of destruction. Many of those sleeping people back in the interior still think that the wall will protect them now, while the whole population of Shanghai stand in distress as helpless refugees of modern war. If the tradition and the ancient protection that held for centuries will not protect them against modern methods in a changing world, what right have you to feel that the tradition of only one hundred fifty years will protect you now?

Time marches on and the history of your day is being written. You spend millions to sell your finished product and services. Why not use those same forces and channels and organize an aggressive plan to sell the benefits of future freedom, happiness and abundant life in America, by virtue of American industry and the leadership of American business men?

Gentlemen, you are business leaders, and this is truly YOUR battle. You no longer can deny personal responsibility. It may take more of your time, your health and your fortune to protect the system that gave you and all Americans opportunity. NO TRUMPETS WILL SUMMON you to SERVE IN THIS WAR to preserve the American system of free enterprise, but you must assemble and assemble for service now. If you refuse to take your place, SO LONG, gentlemen, SO LONG.

If you believe in the American system and are willing to fight and fight now for its preservation and continuance, the America that we know and love will yet survive. GOOD LUCK, gentlemen, GOOD LUCK.

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### General Foods Executive Changes Nationwide

The General Foods Corp. has announced a large number of promotions and organization changes in the sales and production departments affecting sixteen executives, four regional sales managers, and many other positions. These changes are nationwide and will necessitate considerable household removals from one part of the country to the other.

Removals will be from Battle Creek and St. Clair, Mich.; Minneapolis, New York City, Richmond, Va., Chicago, Syracuse, Buffalo, Dallas, Memphis, and Pacific Coast points.

### Georgeann LeBaron Given Farewell Luncheon

A farewell luncheon was tendered to Georgeann LeBaron, formerly of the Allied Van Lines in New York, by Sarah O. Seamer, Universal Carloading and Distributing Co., New York, and first president of The Women's Traffic Club of Greater New York.

Luncheon took place at the home of Mrs. Seamer. Among those present were the past presidents of The Women's Traffic Club of Greater New York, present officers and charter members of the club; also a number of Miss LeBaron's congenial friends.

Miss LeBaron has returned to her home in Nevada, and it is the wish of her many friends that she enjoy continued happiness and contentment.

Prior to Miss LeBaron's departure for the west, a dinner was tendered in her honor in The Traffic Club of New York headquarters in the Biltmore Hotel, by Miss Betty Finkelday of Transcontinental Freight Co., New York, and charter member of The Women's Traffic Club of Greater New York.

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